THE DRUG AND COSMETIC INDUSTRY

VOL. XXXV, No. 1 Established 1914 JULY, 1934

THOMAS R. FARRELL, Editor
ELMER F. SHEETS, Managing Editor
FRAZER V. SINCLAIR, Business Manager
FRANCIS CHILSON, Technical Editor
HARRY G. KELBLY, Circulation Manager

CONTENTS

Editorials	13
New and Non-Official	15
New Product Development	16
Wholesalers' Strife	17
Facts of the Skin	19
Agar-Agar	21
Shampoos	23
Sunburn Remedies	25
Physicians and Cosmetics	27
Fluorescence Analysis	29
New Medicines Abroad	31
The A. P. M. A. Meeting	33
Packaging Notes	41
Suggested Packages	42
Production Forum	61
Perfumers' Shelf	75
Readers' Questions	77
Compounders' Corner	79
News	81
Raw Material Markets	95

Front Cover

On the front cover are shown some of the people present at the convention of the American Pharmaceutical Manufacturers Association held at Cape Cod, Mass. They are: Top left, Charles Wesley Dunn; top center Frank A. Mallett, Carl N. Angst; top right, Ralph R. Patch; below Mr. Mallett, Carson P. Frailey; below Mr. Angst, H. K. Mulford; lower row from left to right, Eric Leth, R. Lincoln McNeil, F. J. Hailer, Dr. H. Sheridan Baketel, Jason L. Russell, B. L. Maltbie.

THE DRUG AND COSMETIC INDUSTRY is published monthly by Drug Markets, Inc., Frazer V. Sinclair, *President and Treasurer;* Thomas R. Farrell, *Vice-president and Secretary.* Publication Address, 28 Renne Ave., Pittsfield, Mass. Editorial and General Office, 101 West 31st St., New York, N. Y.

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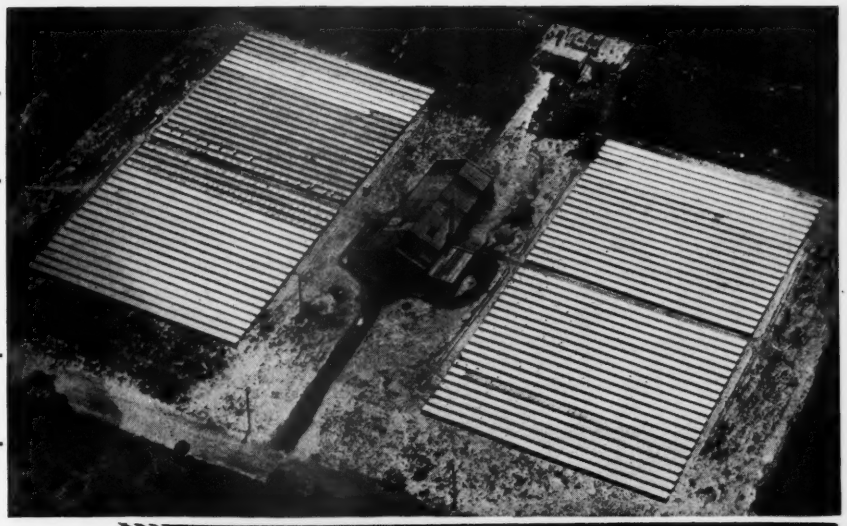
KEUNEN



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Many American manufacturers have known Koster Keunen as a name famous in Europe for the quality of the sunbleached beeswax they have produced for 80 years.

Now for a little over a year Koster Keunen has also been established in America, at Sayville, Long Island.

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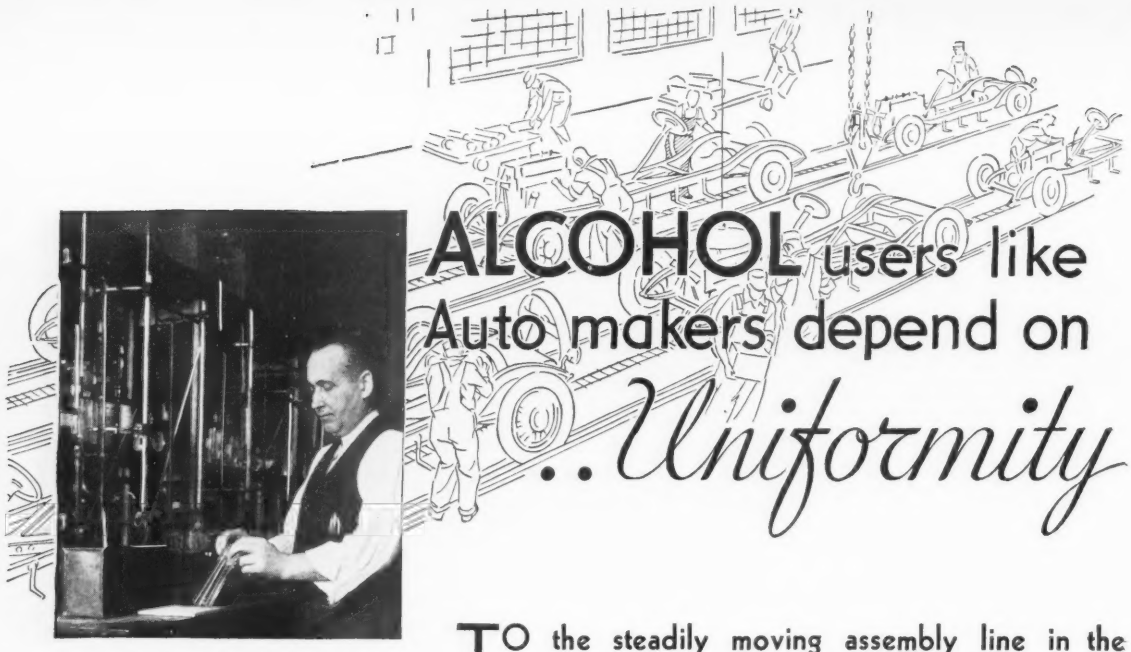

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Alcohol, too, is a part of many products and plays a part in many activities. Different jobs call for different grades. Yet it is essential—more essential than is often realized.—that every grade should be so entirely uniform that it will not impair the flavor of a food product, the balance of a drug formula, the efficiency of a process, the accuracy of a scientific analysis, or the odor of a perfume. Rossville produces an alcohol for every industrial, medicinal, and scientific use—one which will exactly meet your requirements. You can rely on Rossville for precise uniformity in the alcohol you buy.

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THE SPIRIT OF THE NATION
ALCOHOL

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Soapless shampoos are still new to the American public. And while they are new, you can't afford to hinder their acceptance with "castor-oil smell."

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"Here's what we like"—

1. Drugs, perfumes and toiletries packaged in glass —for sanitation.
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3. A package that is dainty, attractive and convenient to carry in handbag or pocket.
4. A package that is small and light.
5. A package that will not leak.

☼ ☼ ☼

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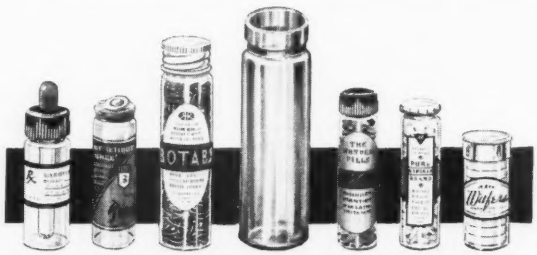
Kimble Vials are made in many styles: Dropper Vials, Applicators, Goldy Seal Vials, Shaker Tops, Patent Lip Vials, Metal Screw Cap and Moulded Cap Capsule Vials, etc. Many colors of closures are available.



Start your sampling campaign and packaging plans right. Confer with Kimble first. Let us put up samples of your product in the vial it requires. Judge its sales appeal for yourself!

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VINELAND, N. J.

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IMPORTATION
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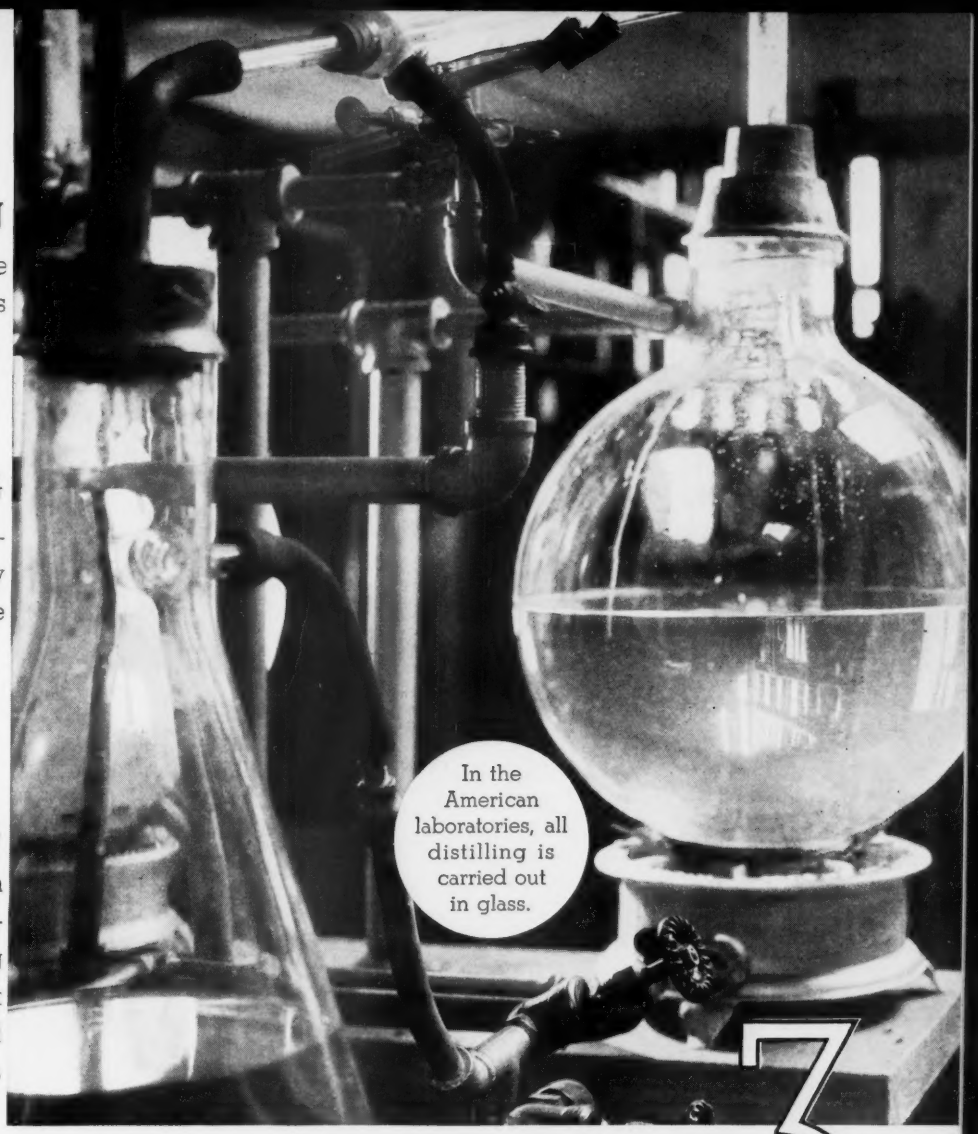
not only
MANUFACTURING
in its own American laboratories, with Guy Verley as liaison chemist from the European house

not only
COMPOUNDING
of our nationally known bases, including confidential custom compounding for a number of important American cosmetic and perfume manufacturers



but the COMBINATION OF ALL 3

has given the house of Albert Verley, Inc., its unique place in the field of aromatics. ● Recent developments by the staff of the American laboratories have further extended the number and importance of synthetic specialties now available to perfumers, for the creation of new, modern compositions. ● A case in point is the new series of Anthranilate esters—notably **Linalyl Anthranilate** and **Phenylethyl Anthranilate**—so quickly accepted in progressive circles. ● Write for samples, or send us any unscented product for which you would like to have an original odour developed in strict confidence. ● **Albert Verley, Inc.,** David A. Bennett, President, 11 East Austin Ave., Chicago; L. J. Zollinger, Vice President, 114 East 25th St., New York. Exclusive American representatives for ETABLISSEMENTS ALBERT VERLEY, 8, Quai de la Marine, Isle St. Denis (Seine), Paris, and S. A. TOMBAREL FRERES, Grasse, France. Pacific Coast Distributors: Mefford Chemical Company, 1026 Santa Fe Ave., Los Angeles, Calif.

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RED PRECIPITATE
WHITE PRECIPITATE
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OTHER
MERCURIAL PREPARATIONS

EST'D PFIZER QUALITY 1849

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These three manufacturers approached package-improvement from three different angles . . . but they all SPECIFIED

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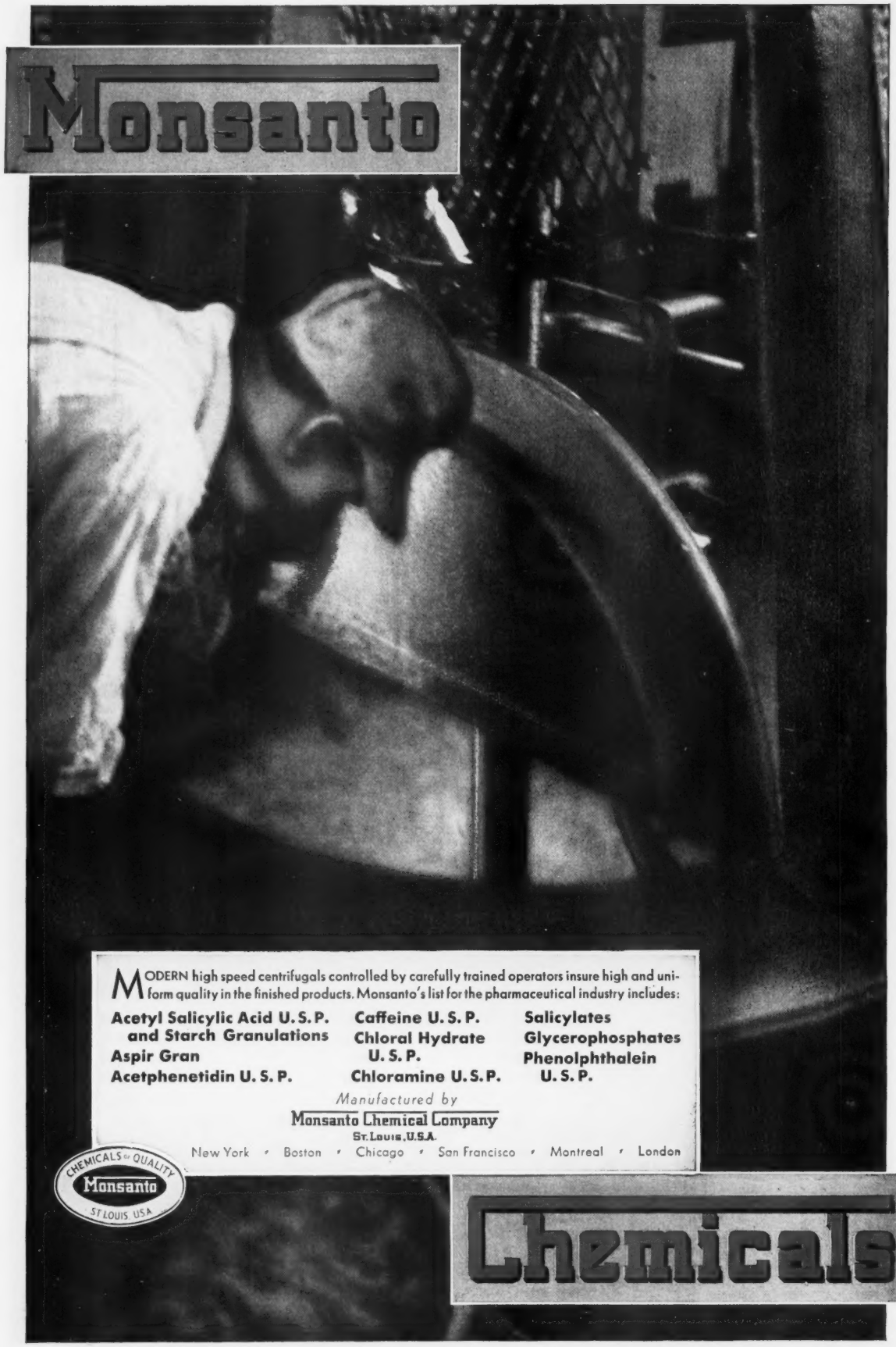
McKESSON AND ROBBINS—alias Lucretia Vanderbilt—wanted a package for their new line of beauty products that would have as much "class" as the name. Good design and smooth, shiny, specially-molded Durez closures did the trick. They'll always go on and come off easily; they won't dull, crack or have any effect on the contents.

No matter what type of drug store product you manufacture, you can probably find a profitable use for versatile Durez. For more complete information write General Plastics, Incorporated, 356 Walck Road, North Tonawanda, New York.

D U R E Z

THE MODERN MOLDING COMPOUND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MODERN high speed centrifugals controlled by carefully trained operators insure high and uniform quality in the finished products. Monsanto's list for the pharmaceutical industry includes:
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A brand-new family from a famous house . . . topped off with Artmolds!

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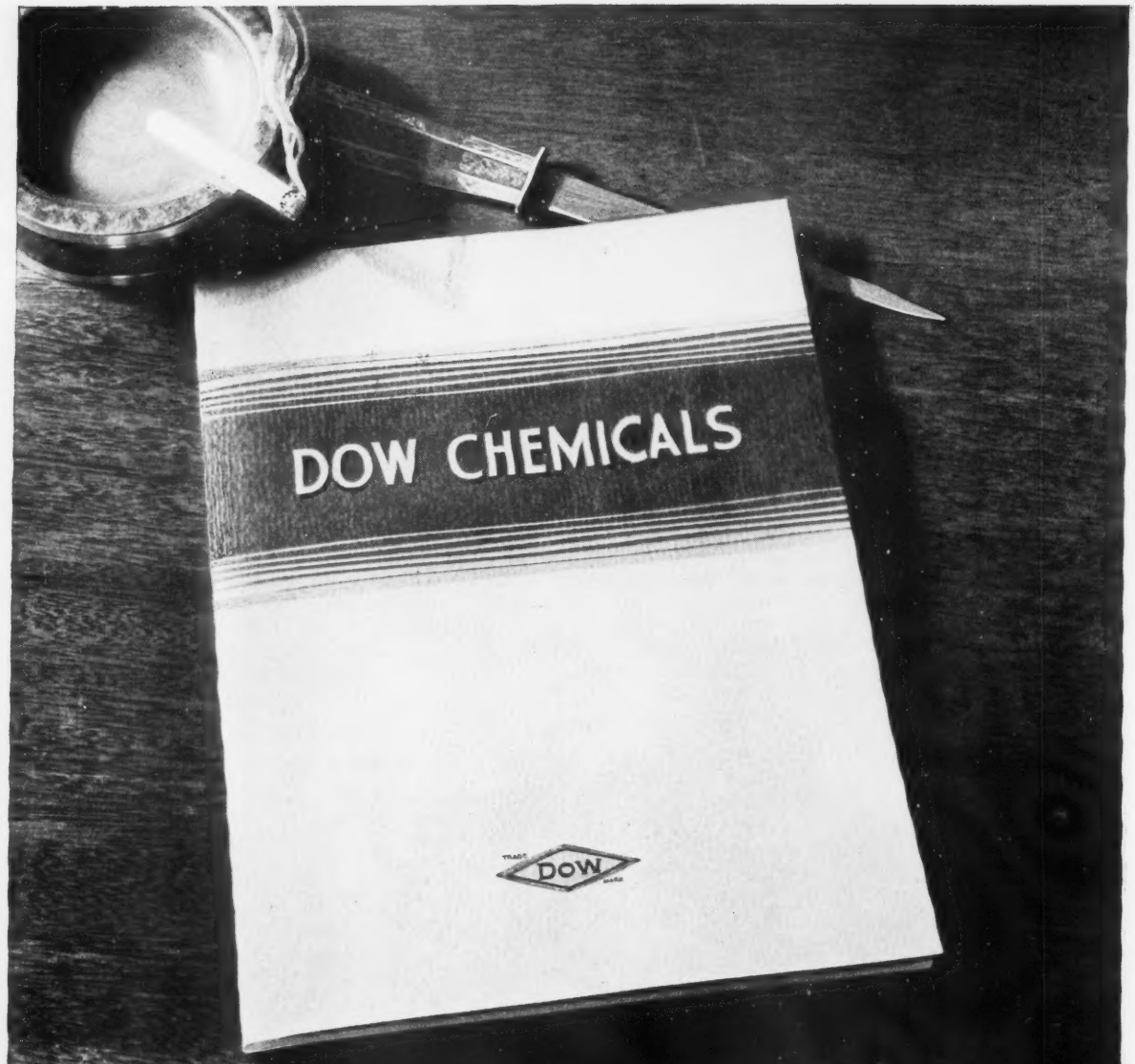
When it came to closures for their new group of toiletries, they called in Armstrong. "Our closures must be attractive—and more! They must be easy to remove and replace . . . must not corrode nor stick . . . must give a faultless seal." That was their order. Armstrong's Artmold Caps gave them exactly what they wanted for every jar and bottle.

These smart molded caps can beautify and add sales appeal to *your* products, too. There are many stock designs to choose from—or, if you prefer a private design, Armstrong can furnish it, styled to your order. Our "Buying Guide to Armstrong Closures" will help you to pick just the *right* closure for your purpose. Send for it today! Armstrong Cork & Insulation Co., Closure Division, 913 Arch Street, Lancaster, Pennsylvania.

Armstrong's ARTMOLD CAPS



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FOR MANUFACTURERS OF COSMETICS, TOILET PREPARATIONS & ALLIED PRODUCTS

Merck & Co. Inc. produce more than 3000 chemicals, every one of which is subject to rigid laboratory control and must conform to definite standards of purity and uniformity. Only the highest grade of raw materials obtainable is used in the production of Merck Chemicals and each product is guaranteed to meet modern manufacturing requirements in every particular. This is a factor of primary importance to manufacturers of cosmetics, toilet preparations and allied products.

The experience and facilities of the Merck Chemical Service Department is available to help you solve your manufacturing problems. We invite you to write us regarding your requirements.

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The same meticulous care (tests for purity and stability) goes into the making of the other Mallinckrodt Bismuth Salts. They conform to the Pure Food and Drug standards.

Samples of any of the Mallinckrodt Bismuth products will be sent on request.

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Now Is The Time

UNLESS we are greatly mistaken the matter of revision of the Federal Food and Drugs Act will again be brought up when the new Congress convenes next January. This will be a new Congress, the members of which will be elected at the coming elections next November, with the exception of the two-thirds of the members of the Senate whose terms do not expire this year. What the complexion of the new Congress will be is still problematical, but no one anticipates any great change from the Democratic complexion of the Congress which has passed out of existence.

SENATOR Copeland, if reelected, is almost certain to press for passage of such a bill. He has apparently cloaked himself in the robe of the late Dr. Wiley. The popular appeal of such a move can not be under-estimated, and the Senator's activities in food and drug legislation during the past year are certain to stand him in good stead next November with the average run of voter in New York State.

BILLS of the character of the proposed Food and Drugs Act are generally passed during a wave of popular hysteria. The issue is raised and generally there is not sufficient time to educate either the people or the legislators to the dangerous parts of the proposed measure. At such times, all those who oppose such a measure are regarded as selfish interests who are anxious to continue to profit at the expense of the people. Such a condition was subtilely being created during the past winter and it was very narrowly avoided.

NOW is the time for people engaged in the manufacture of drugs and cosmetics to present their case to the members of Congress. Since the large majority of the members of the present Congress are likely to be returned to the next Congress, a great amount of effective work can be done in educating the members of Congress to the real problem at hand and how it can best be solved. Senators and Representatives are now at their homes and they have much more time to spare than during the rush of the sessions of Congress. It therefore is the solemn duty of each and every member of the industry to visit his two Senators and such Congressmen as he can connect with in an effort to tell these people just how the interests of the public can be advanced without unduly hindering the industry at the expense of the public.

Get Busy

Ever since the stock market break of October, 1929,—a time that is still so fresh in the memory of most of us that it seems like yesterday although it is actually close to five years behind us—many business men have been apprehensive concerning the future and have thus far resisted the latent urge to take any forward business steps. The future of business under the NRA, the mounting government debt, the prevalence of labor disputes, the unrest in Europe, the military and commercial aggressiveness of Japan, these and many other lesser developments are looming in the minds of many business men as all-important factors the settlement of which must arrive before they go ahead.

Five years is a long stretch of time for any business man to mark time. But if many business men of this country who have waited these five years intend to wait still longer there is no telling when they will again become real active. If this state of mind is persisted in, many of these men have seen their last periods of activity. The problems which bother them now have either been always present, or they had their counterpart in some other problems which these men refused to recognize in their earlier years.

A great amount of business is being done today and a very large number of firms is profiting from that business. There are many firms which are doing a larger amount of business and making larger profits than they ever made before. New businesses are being born in this period which will be the big firms of tomorrow. So existing manufacturers who have been holding back should shake the dust off their shoes and get busy. There is business to be done and profits to be made. Some of the methods might be subject to change, but fundamentally business remains the same—give the public something which it really wants at a price it can pay and sales will be easily made.

We Take A Bow

Many times we have been considerably upset regarding what we consider most unfair and unnecessary activities on the part of Consumers' Research, Inc. This is the organization which supplies subscribers with bald comparisons of advertised articles covering a range from compacts to motor trucks. But this month we have to admit that there is intelligence lurking somewhere in the organization, and this intelligence crept out in the July General Bulletin of the organization under the heading of "So-Called Sunburn-Preventive Preparations."

In this article Consumers' Research reports on a comparison which it made of five sunburn preventive preparations. The method used for comparison was none other than the method published in THE DRUG AND COSMETIC INDUSTRY, July 1933.

Five preparations were compared. Four of these are preparations being offered by well known houses, and the fifth was made up from a formula published in THE DRUG AND COSMETIC INDUSTRY, March, 1934.

Two of the products were recommended, and the other three were not recommended. The two which were recommended were Dorothy Gray's Sunburn Cream, and the product made from the formula published in THE DRUG AND COSMETIC INDUSTRY. Many thanks, Consumers' Research!

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Merely A Suggestion

Recently we ran across a bay in the vicinity of New York to take a swim in the ocean. As we approached the ocean we were attacked by a swarm of green bottle flies which bite swiftly and surely. While bathing in the bay and also in the ocean we frequently were bitten and had to duck completely into the water in self protection. While sitting on the beach these same insects very materially spoiled our enjoyment.

We have thought of using insect repellent creams, but after all we have to use a sunburn preventive cream or oil, and we cannot properly get all these things on our body at once. Why does not some smart manufacturer make a product which will protect a person against all the dangers of exposure during the Summer months at least? It is true that many proprietary remedies of years gone by advertised cure-all claims that were unjustified and thus multiplicity of claims has come into disrepute. But we have today scientifically sound products which are properly offered for more than one condition. In fact we have products which are efficacious for preventing sunburn or alleviating sunburn after undue exposure. Why not press this idea further and include in such a product the advantage of repelling insects?

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Quick Facts

The entire field of drugs and cosmetics is so complicated that it is virtually impossible for anyone individual to completely master it. New facts are appearing every day, and long known facts of minor importance are taking on a new significance. Men engaged in the manufacture and sale of drugs and cosmetics must keep abreast of these trends as part of their daily routine. In addition to this they must give such close attention to the problems of their own immediate businesses. Because of this condition many of the common facts which they are expected to know slip their minds and they are unable to recall them to mind without a great deal of effort.

It is because of this that we are now publishing the series of articles which started in the June issue with "Hunting the Allergens." This ar-

ticle presented completely and concisely one of the foremost problems of modern medicine which still remains unsolved. In this issue we publish an article giving facts regarding the skin which should be fresh in the mind of every cosmetic manufacturer and also with every drug manufacturer who produces products which are applied to the skin.

Monthly we present subjects which will appeal quite generally to the broad field of drugs and cosmetics. Each article will present the pertinent facts in a concise manner, yet each article will be complete and will furnish pleasant reading. Thus executives throughout the industry can easily brush up on facts which they might have forgotten, but which they are supposed to have at their finger-tips.

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A Reverse Trend

A free coal shovel given by Williams Oil-O-Matic to those who still use them; a free broom given by General Electric to interest prospective customers in the G. E. vacuum cleaner; a Nuchar ice-box deodorizer given by Westinghouse to interest prospects in the Westinghouse refrigerator; and a Tampico fibre floor brush given by Brockton Oil Heat, Inc., to home owners who have old fashioned heating plants and dusty ashes to handle. This marks a brand new angle in merchandising.

We do not know exactly how the drug and cosmetic manufacturers are going to tie in with this new trend, but we are certain that the keen minds of merchandising executives in this industry will not be long in finding the answer. Heretofore, manufacturers in this industry have been quite keen about giving away a companion product such as a tooth brush with a tube of tooth paste, or a shaving brush or razor with a tube of shaving cream. Recently a matchless lighter has been offered with a tube of shaving cream. But in all these offers one had to buy a product of a manufacturer to get the free item.

Now they must change their ideas completely and must give to those who do not use the modern products, those products which they still use and pay for. Under this new scheme of things it would be right and proper for a manufacturer of brushless shaving cream to offer shaving brushes free to those who still use a lather shaving soap. Or it would be proper to give free toothpicks to those who do not use tooth brushes and tooth paste. Put your heads together and see how you can outsmart the other fellow at giving things away.

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The Wholesalers' Code

The strife which has long existed among drug wholesalers and which has recently come to the surface at the hearing on the wholesalers NRA code, is a sad commentary on the way in which the wholesale branch of this industry seeks to better its business conditions. And the fact that the present price maintenance experiment in this industry is the major point of strife makes the situation all the more regretful.

Manufacturers naturally have nothing to say regarding formulation of the wholesalers' code. But they have a very deep interest in the provisions of this code. If the independents are able to defeat activities on the part of distributors to induce manufacturers to adhere to a selective selling and price maintenance plan, perhaps the manufacturers who desire to be free in their merchandising tactics will be free. Other manufacturers who have long adhered to such a policy perhaps will not like to see other manufacturers freed of such a policy.

But for one division of the wholesale trade to throttle another active branch does not seem to be a happy condition for the main distributing artery of the manufacturers of drugs and cosmetics.

New and Non-Official

A Big Safari

Since the publication of the article on "Hunting the Allergens" published elsewhere in these pages last month, we have been fairly deluged with sufferers from some form of allergy or other. The nature of these cases was such that it was deemed best to turn them over to the attention of this department. One of the most curious of these cases was cited in a letter which we take the liberty of reprinting in part since we feel that it makes another important contribution to the present knowledge of allergy. Our correspondent writes:

"I have been so busy of late hunting the allergens that I have not had time to congratulate you on the paper which appeared in your June issue. Unfortunately, before I read this paper I kicked a friend of mine in the pants and he, being allergic, the imprint of my shoe remains. Of course it is not on a part which he exposes to the public, but nevertheless, he has already been forced to have a rubber heel attached to replace the original which had become worn out from sitting down on it. Yours in allergy. . . . . "

This department welcomes any other clinical data of strange cases of allergy and is thinking of organizing a well-equipped party to track down these dastardly allergens to their lair. Only hunters of experience will be acceptable and their qualifications must be outlined in somewhat the same manner as above.

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Vitamins Again

Those who have followed with more or less breathless interest our reports on unusual vitamin sources will doubtless remember the fact that grateful world was recently blessed with Vitamin D in hot dogs. Now, from Chicago, comes the report that the Orbit Gum Co. of that city has achieved a Vitamin D chewing gum. Try that out on your molars.

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In Case You've Missed It

Doubtless by this time all of the alert readers of this department have become aware of the latest contribution of advertising to science. Curiously enough, this is not from a drug or cosmetic advertisement but from a corset company. We refer to "Cal-li-pyg-ian" which, we are informed, is derived from *Kalos* meaning beautiful and *py-ge* meaning the part of you that spreads because you sit down too much.

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Pebeco-Cantor

Chase & Sanborn was paying Eddie Cantor $3,500 per show. It is reported that Pebeco is to pay him $10,000 per show but that the difference between the two figures is not all gravy, for out of it Cantor will have to pay the supporting talent.

Ewing Galloway

NEW PRODUCT DEVELOPMENT

By Francis Chilson

Mr. Chilson suggests that the development of each new product should not be considered an original problem, and he outlines a methodical procedure which should produce new products with less wasted effort.

New products! The salesmanager wants them because they give an upward fillip to the sales curve. The advertising man wants them because new products provide their own "copy hooks." In spite of the fact that there is such a universal demand for new products, relatively few unique ones appear on the market during the course of a year. And these are promptly imitated.

Although it should not be particularly difficult to develop a new and unique product, it is so regarded by most people by reason of a dependence upon "ideas" or inspiration instead of upon cooperative effort and an orderly method of procedure. That there is such a method of procedure, is revealed when new products are classified. When things can be classified, a method of study can be inferred from each classification, because classification obviously implies relationship. It follows then that, when things are related, the same rules or laws apply to all in regard to the elements in which they are related.

With such a method of approach in mind let us see whether new products can be classified and also whether or not these classifications can be further subdivided. The classifications which come at once to mind are:

a. Original discoveries.
b. Adaptations or new uses.
c. New forms or vehicles.

Under original discoveries we may place products like Mercurochrome, Hexylresorcinol, Ephedrine. These are results of slow, original research. Such products are not and cannot be made to order; they involve months, years of research. It is a procedure which cannot be hastened regardless of how eager the salesmanager may be to get "action from the laboratory." But of that more anon.

The second classification, adaptations, consists of old products for which new uses have been found. Aspirol is an example. It is aspirin in a vehicle designed for external use. (Of course we are excluding the usage claims made for some antiseptics, which are said to be good for everything from dandruff to decapitation. We think of this classification as consisting of only those products for which genuine new uses have been found, nessitating the production of the remedy in a new form or a new package.) Milk of magnesia tooth paste is a good illustration of a new and different use for an old product.

It must be admitted however that this particular classification requires probably more imagination and as much or more ingenuity than pure research requires. On the whole (we are excepting raw material houses because this is a field of research in which they excel) new uses and new properties of old products are discovered largely by accident or only as incidental results

of original research. It is neither a dependable nor a prolific source of new, marketable products, but not withstanding it is too important to be ignored.

The last one, new forms, is the classification which is perhaps most prolific. It provides a field of endeavor in which the salesmanager, chemist and production man can co-operate to advantage. In this field *physical* forms or vehicles should be concentrated upon. We simply take our products and examine them critically to discover whether or not they can be made more appealing or easier to use in other forms. Let us consider some historic instances of new products produced by changing a customary form or vehicle.

Types of Vehicles

Years ago laxatives in the form of pills and liquids were very common. Then along came chocolate Ex Lax and chewing gum Feenamint and both have established very considerable businesses. Recently Abbott Laboratories produced a whole line of children's medicines in candy form. In a word these firms changed the *vehicles* of their products, not the products themselves. Phenolphthalein is phenolphthalein no matter whether it is in chocolate, chewing gum, candy, lolly-pops, syrup or ice cream. Hence, when the vehicles of different remedies or cosmetics are considered apart from their active ingredients, a number of different *physical* forms at once suggest themselves.

Ointment Forms

Have you an ointment? Then you can consider a number of interesting forms which might make a new product easier to apply and its active ingredients more readily available. Ointment in the form of a liquid cream about the consistency of hand lotion suggests itself as one possibility. Going to the opposite extreme we have the possibility of making a stick similar in consistency to a lipstick. This would be especially easy to use. Again how about an ointment powder using, perhaps, cholesterin and cetyl alcohol in a stearate base, a combination which suggests itself as being more useful than a viscuous ointment, especially in the treatment of weeping or badly abraded lesions,—burns for example.

We have still other forms for ointments which might lead to profitable new products. Jellies with a gum base might provide new and interesting vehicles. Non-greasy ointments might be made with the new sulfonated fatty alcohols and glyceryl mono stearate. Still another type might consist of the ointment ingredients (sans grease) in collodion. And one might produce light, oily liquid ointments to be atomized on the affected surface instead of being spread on with a dirty forefinger as is so often the method of application. So when we ask ourselves the question: In what form or vehicle can I produce my ointment so that it will seem to be different from all other ointments, it can be seen that the number of forms is considerable.

If our product is cough medicine consisting (like most cough medicines) of a small percentage of active ingredients in syrup *ie.*, sugar and water, we can, like Abbott, consider all the various popular forms of candy: gum drops, chocolates, crystallized cream fondant, chewing gum, caramels. In the event that candy is selected we are simply swapping a liquid vehicle for a solid one. Next, what about an oily vehicle? It is necessary to keep the bowels open when a person has a cold. Everyone recognizes that. Everyone knows that oil will do it. Why not combine the active ingredients with the oil? True to tradition the average chemist will say, "It can't be done. The active ingredients of cough medicines are not soluble in oil." Very well. How about making a still more interesting variation which might even prove to be more palatable;—an emulsion? On the other hand we might steal the hair tonic stunt and use enough alcohol to dissolve the active ingredients and then mix the solution with the oil. Another possible vehicle for a cough remedy is milk of magnesia. Here would be an interesting combination. We should have no trouble with solubility and we should have a vehicle that would keep the bowels open and alkalinize the system at the same time. Since such a product would not and could not be sold as "milk of magnesia USP," we should have open to us means of preventing the characteristic separation by adding colloids to stabilize the suspension.

Cleansing Creams

Let us consider cleansing cream for a change. Most of them are oily cold creams or oily greases. Would it be possible to make a stick similar to a shaving stick but with a very low melting point, which could be rubbed on the face until enough of it has melted to do the cleansing job? Another possible form consists of gum jellies. A quince seed jelly containing sodium lauryl sulfonate or one of the other fatty alcohol detergents might possibly prove to be a better skin cleanser than oils or grease.

Is your product a tonic or astringent lotion? Then you may consider forms other than mere solutions. There is no reason why a gum jelly should not be given tonic or astringent properties. Nor is there any apparent reason why greaseless creams, both liquid and solid, should not be given tonic or astringent properties.

Nose Drops

Nose drops. These are oils usually. But Paris Medicine Company produced an emulsified nose drop which proved to be a best seller. Nasal jellies usually consist of a petrolatum vehicle. Here obviously is an opportunity for a white, emulsified cream, and how about nasal suppositories?

Also there are a number of powders which could be sold for coughs or tonic purposes or even for external application. Such powders would require the addition

(*Continued on page 71*)

WHOLESALERS' STRIFE

The bitterness always present among wholesalers breaks into full bloom at the hearing on the NRA code. Service wholesalers plead poverty; independents accuse them of monopoly; mutuals steer a middle course.

Attempts to formulate a code of fair practices for the wholesale drug industry are merely serving to bring to the surface the differences which have long existed between the various groups of which the industry is composed and are serving to air many bitter differences between these groups. Further, the principle of selective selling has been strongly attacked by independent wholesalers as tending to create a monopoly on the part of N.W.D.A. members. Then there is the interesting fact that the N.W.D.A.—the members of which are said to be trying to create a monopoly—objects to the forty hour week and higher wages which the government demands, while the independents pledge their entire membership to this provision.

As the picture was presented at the hearing on the proposed code, held in Washington on June 15, there are three types of wholesalers with varying interests. The first of these, of course, is the group represented by the National Wholesale Druggists' Association. These are known as the service wholesalers and are said by some to represent fifteen per cent of the number of wholesalers in the country, although they are said to do approximately forty-five per cent of the total business. The second closely organized group is the Federal Wholesale Druggists' Association the members of which are the cooperative mutual type of houses. Some of these houses are owned completely by retailer members, while others are controlled by individual majority stock holders. They have been built upon the policy of rebates and profit-sharing dividends. Next there is the group known as the Independent Wholesale Druggists' Association, a more recently organized group of wholesalers who for one reason or another are not members of either of the older associations.

The independents are charging that the N.W.D.A. is seeking to throttle them and set up a monopoly for its own members. As proof of this they offer the letters of manufacturers announcing adoption of a policy of selective selling which caused the independent wholesalers to be dropped as customers. The independent wholesalers claim that there is a marked similarity between these letters and that everything was all right until the Drug Institute of America—which the independents describe as "the baby of the N.W.D.A."—sat upon the manufacturers and forced them to drop the independent wholesalers. The independent wholesalers demand that the code be so written that selective selling by the manufacturers be prohibited so as to curb this monopolistic tendency in the wholesale drug trade which they claim is being fostered by the N.W.D.A.

But the whole fight does not center on this one provision which the independents wish written into the code. It also centers around the wage scale and the hours of work per week. The N.W.D.A. and the F.W.D.A. both want a forty-five hour week, while the government demands a forty hour week which is provision in the general wholesale code. Members of the N.W.D.A. presented a plea of poverty on the part of the wholesale drug trade, some claiming that the wholesalers would be forced to reduce the number of employees if hours were shortened to forty per week and wages increased, which step would defeat the very purpose of the NRA. It was even claimed by W. W. Gibson, of McKesson & Robbins, service wholesaler that it operated at a loss of 1.22 per cent of its sales in 1933, and that sales during 1934 were only sixty-five per cent of 1929. William J. Schieffelin, Jr. claimed that if the NRA insisted on the shorter hours and higher wages proposed, that it might even lead to the abandonment of the century-old custom of giving employees Thanksgiving turkeys.

In answer to this the Independent Wholesalers' Association characterized the N.W.D.A. members as "slackers" and "chiselers" who do not want to pay fair wages, and claimed that all ninety-six members of Independent Wholesalers' Association were ready to adopt the forty hour week and high wage scale.

Somewhat aside from the demand on the part of the independents for the clause prohibiting selective selling, but at the same time related to this demand from the point of view that the independents claim that the N.W.D.A. are trying to dominate the situation, is the strenuous objections of the independents to the proposed make-up of the code authority. The provisions for election of the code authority in the proposed code call for proportional voting based upon the number of employees, with not more than five of the nine members

(Continued on page 67)

FACTS OF THE SKIN

Interesting to almost anyone is the human skin and its construction. Of particular interest to all drug and cosmetic manufacturers are the facts given in this article.

It is essential that every cosmetic manufacturer understand what is known concerning the skin, inasmuch as it is with the skin and skin appendages that he and his products and business are wholly concerned. It is only from such knowledge that he may determine the value of his present products, judge of the possibilities of new products, and develop an advertising and sales appeal based upon fact. To the drug manufacturer, too, it is important to know the limits and scope of the skin as part of the human organism. He should understand the conditions of healthy skin tissue as well as those of impaired and diseased tissue. The following discussion, therefore, is an attempt to give in a brief and non-technical way some facts concerning the skin which, from a commercial view-point, are valuable to manufacturers of cosmetics and drugs.

The skin is the largest organ of the human body. Some idea of the extent of its activity may be gained from the fact that from two to three million sweat glands secrete an average of two pounds of perspiration in twenty-four hours and that a similar number of sebaceous glands are engaged in the manufacture of an unestimated amount of sebum—a natural fat composed of cholesterin and isocholesterin and thus essentially akin to lanolin and the absorption bases. In addition to this secretory function, the skin is the body's first line of defense against invasion; it acts to regulate the temperature of the body; it is the seat of the sense of touch; it performs a breathing function, although slight in comparison with the lungs; and it is also an absorptive medium for substances other than gases; which gives a general idea of its versatility. The nails and the hair, complete subjects for discussion in themselves, are in reality different forms of epithelium, or skin tissue.

Briefly, the skin consists of two layers, the epidermis and the corium. The epidermis is itself divided into five layers, which are simply different evolutionary stages of the same type of tissue. It is in the lowest of these five layers that the skin pigment lies. The epidermis consists of tissue called epithelium, which is the most inportant secreting agent of the body. For example, it is this same tissue which is the secretory agent of the liver and kidneys, while in the skin it forms the sebaceous and sweat glands, the hair and nails. Under the epidermis is the corium which is called the true skin and contains the nerve endings and blood vessels. It consists of very elastic tissues and fibres and is the seat of most of the sebaceous and sweat glands and the hair roots and hair follicles.

Underneath the corium, and hence not a part of the skin proper, is a fatty layer which acts as a cushion and gives the skin its smooth, even contour. It is a loose network of tough fibres whose spaces are filled with loose masses of fat. Wrinkles and bagginess of the skin are in a large measure caused by the loss of, or changes in disposition of, this subcutaneous fat.

The outside surface of the skin is kept supple and resistant by lubrication supplied to it by the sebaceous glands. These glands secrete a semi-fluid fat composed

The figure at the top of the page is that of Galen, Roman philosopher, physician and pharmacist of the second century, whose celebrated preparation, commonly known as cold cream, is the standard in our present-day pharmacopoeias.

The Greek girl at the left is applying make-up with a small brush. In her day, vermilion or a root called poderos, similar to alkanet root, was used to color the lips and cheeks.

The Roman lady is applying **fucus**, a kind of rouge for the cheeks. Both the Greeks and Romans, used these and other cosmetics, including chalk for the face, depilatories, creams, lotions, ointments, tooth preparations, and hair dyes. Illustrations from Rimmel's "Book of Perfumes."

of cholesterin and iso-cholesterin which lubricates the skin as an added protective measure against injuries, heat, moisture, infection, etc. Although a semi-liquid secretion, it tends to harden into the more or less familiar blackhead. When this natural fat is not secreted in sufficient quantity or when it is abstracted by over-exposure or some other outside factor, the surface of the skin becomes brittle and dry. On the other hand, when these glands are overactive, an oily skin results.

Despite the highly developed protective mechanism of the skin, foreign substances, including bacteria, do manage to get in. The weakest points in the protective coating formed by the skin are the pores and it is here that most foreign substances enter. In the case of bacteria, lodgement is usually finally found in the follicles, (small sacks in which the hair roots are embedded) and most skin diseases begin there. Eczema, acne and ringworm are the most common of the diseases of the skin and account for well over 30 per cent of all such ailments. Other very common ones are impetigo, hives, itching, alopecia and warts, not to mention poison ivy and insect bites, etc. while there are others, like syphilis and scurvy which manifest themselves on the skin, yet are diseases involving other parts and functions of the body. In addition, there are skin diseases which are allergic in origin and thus do not respond to ordinary treatment. In such cases, the offending substance must be sought out and the patient removed from any possibility of contact with it.

However, at least 60 per cent of the diseases of the skin fall into twelve of the more common types including those mentioned above. Generally speaking, these respond to local treatment in the form of powders, lotions and ointments. Betanaphthol, bismuth salts, boric acid, calamine, camphor, cantharides, chrysarobin, iodine and the iodides, menthol, mercurial compounds, Peru balsam, peroxides, resorcin, salicylic acid, sulfur, tar, talc, thymol, zinc oxide and zinc stearate are some of the most common materials used in such preparations.

Other substances than bacteria penetrate or are absorbed by the skin. Such substances, to be absorbed, must be volatile in nature or incorporated in a fatty base and applied with friction. Among such substances are mercury, iodine, iodoform, salicylic acid, sodium salicylate, methyl salicylate, silver, quinine, phenacetin, turpentine, guaiacol, creosote, digitalis, belladonna, carbolic acid and even cod liver oil.

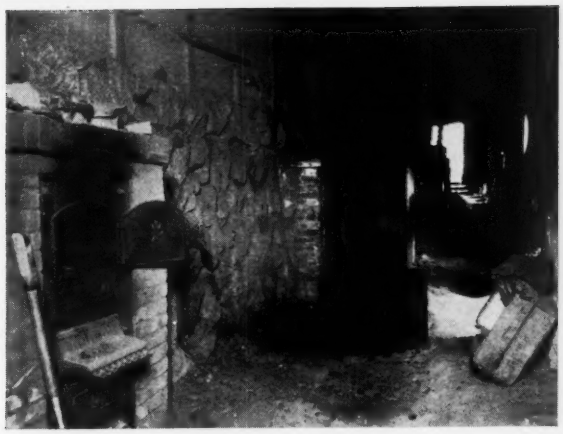
GREEK LADIES AT THEIR TOILET

Most absorption occurs in the crypts of the sebaceous glands, which are lined with an epithelium which is similar in many ways to that of mucous surfaces and allows transmission of foreign substances. This absorption varies in quantity but, as has already been pointed out, is expedited by the incorporation of the medication in a fatty base. Lanolin, absorption bases, oleic acid, lard and various animal oils have been used successfully for such bases. It is emphasized, however, that to obtain any decided absorption, friction is necessary to bring the substance in contact with the epithelium of the sebaceous gland.

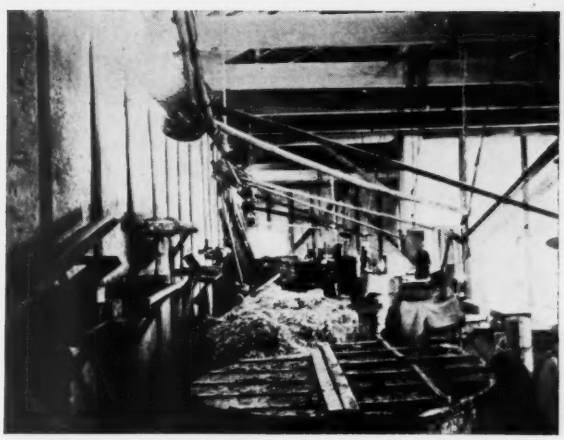
Although there is some difference of opinion over skin absorption, it does not center about the fact that certain substances, when applied as above, pass into the blood and lymph channels. What has been denied, however, is that any substance rubbed on the skin can act to nourish the skin through any virtue of the substance itself. On the other hand, the cleansing creams, lubricating creams, astringent creams, stimulating and astringent lotions, etc. certainly serve as preventives and corrective preparations for such influences as neglect, weathering, ill health, and ageing. And since the result of the application of these products is, in the final analysis, all that counts, it would seem sufficient to let the results determine their value.

Most manufacturers of drugs and cosmetics have had experience with allergic reactions to their products. The allergic nature of some skin manifestations has also been referred to above. Needless to say, these manifestations are the source of considerable trouble to cosmetic manufacturers particularly. But there seems to be no way to avoid a certain small percentage of such reactions and, if the manufacturer takes care to eliminate any materials which are notoriously frequent causes of allergic reaction, he would appear to be doing all that is possible in the light of present scientific knowledge regarding these idiosyncracies.

Skin irritability of the chemical type is, of course, possible to eliminate before any product is placed upon the market. Chemical control, product testing, and product control are complete safeguards, if entered into properly, against materials or combinations of materials which might irritate the normal skin. In such cases where a degree of irritability is necessary, the only safeguard at present is actual tests on the skin before the product is marketed. Considerable work is now being done upon scientific methods of measuring skin irritability. If and when such a method of scientific measurement is arrived at, it will be possible to test any product designed for use upon the skin as to the degree of irritability, much as the hydrogen ion concentration method provides an accurate measure of acidity or alkalinity.



Heating plant for boiling seaweed—the first step in producing agar-agar.



Washing seaweed—second step in producing agar-agar.

AGAR-AGAR

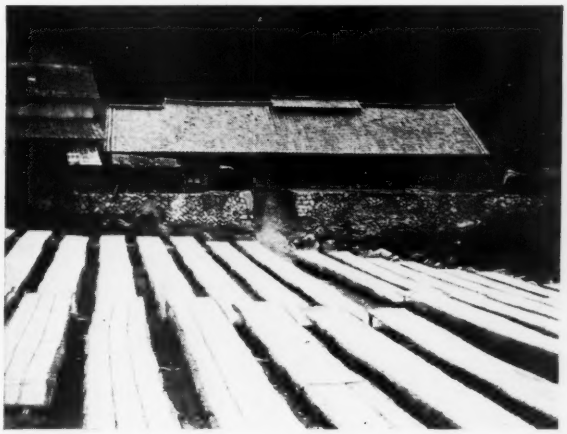
A product of interesting origin and interesting production methods is agar-agar---so widely used in the products of this industry.

Although there are several plants in various parts of the world now producing agar-agar commercially, it is, however, when we turn to Japan that we come to the country where the cultivation of seaweed, as an industry, is of considerable antiquity as well as of primary importance.

This product is known by various names, such as Japanese Isinglass, Japanischer Agar, Vegetable Colle, Bar or "Square" Kanten, "Slender" Kanten, Vegetable Isinglass, Seaweed Isinglass, etc.

The discoveries that led to the production of agar-agar from seaweed was purely accidental. Some 270 years ago there lived one Tarozaemon Mino in Fushimi. When Lord Shimazu stopped at his residence on his way to Edo (Tokyo), a certain species of seaweed was served him by the host. The remnants of the food was thrown on to the ground. It was an extremely cold winter day. The fragments froze hard and looked delicious.

Mino thought it could be made use of as a delicacy, resulting in the invention of the process of converting



Two views of different drying fields. Iced gelatin or cuts are spread on shelves in the open. During this process cold mountain air is an important factor.

the seaweed into a jelly-like substance. A famous priest who tasted the edible material expressed his delight and christened it "Kanten," or literally "Frozen Heaven."

The industry subsequently spread to the Suwa region in Nagano prefecture and the Fuwata-gun locality in Kyoto prefecture. In sum, the industry originated in Fushimi and spread to Kyoto, Osaka and Kobe, as well as to Nagano prefecture. Today the principal producing regions center around Kobe and Yokohama (Shinshu).

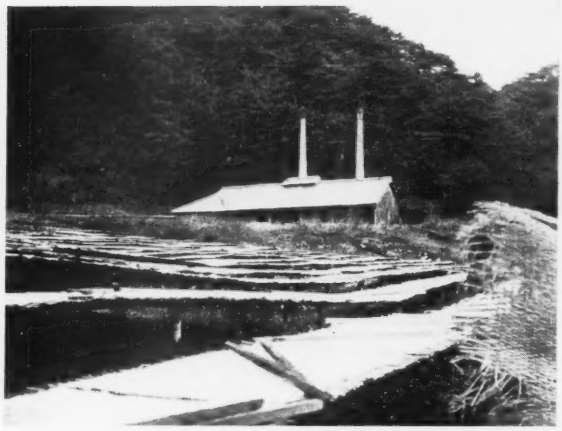
The Japanese kelp grows at the bottom of the sea and is only a few feet in length. It is collected by trawling or by women divers who go overboard with sharp knives, gather a bundle of seaweed in their arms, cut it off with a dextrous sweep of the knife, and return with it to the top, making dozens of descents in the course of a day. In spite of these more or less primitive methods, however, Japan exports enormous quantities of agar-agar every year.

In the district in which the Yokohama grade is made there are about 25 small to medium sized factories and in addition the product is made by a number of farmers, each of whom only produce small quantities which they usually sell to the factories and occasionally to small dealers.

The manufacturing district of the Yokohama grade is centered around Nagano, about 75 miles inland from the east coast of Japan. From thence it is usually shipped to Yokohama and there packed, which is why it is generally known as "Yokohama" although its real name is "Shinshu."

The seaweed for the Yokohama grade is gathered in and around Sagami Bay and Suruga Bay, both on the east coast of Japan, but it is not as good a quality as that gathered elsewhere for the Kobe grade. Moreover, not as much care is taken in cleaning the seaweed as is taken by the Kobe makers and also the manufacturing process is not as carefully attended to. Then again, the weather during the manufacturing season is usually too cold to allow the same results as are obtained in the Kobe districts. The drying and freezing process is

Undercover drying shed. Sides open to air.



Another agar-agar drying field.

generally completed overnight while in the Kobe districts this process takes two or three days. All these points tend to make the Yokohama grade less desirable than the Kobe grade as regards color, appearance and strength—particularly the latter.

Fortunately the Kobe grade is usually about 80 per cent of the entire output so that unless some year or other there is a serious shortage it should always be possible to obtain requirements of the Kobe quality. The majority of the Yokohama grade is consumed in Japan, only 20 or 30 per cent of it being exported and this mainly to the Continent of Europe.

The manufacture of the best grades of agar-agar require freezing temperatures at night and bring sunlight during the day in order to carry out the bleaching process. The right combination of cold nights and bright, sunlit days is found in the mountains back of Kobe.

The agar-agar factories, consequently, are situated in the little mountain valleys, where they have the additional advantage of employing farm labor, which is available during the three winter months. The success or failure of the freezing and drying process determines the quality of the product.

The Kobe quality is manufactured in three districts known as Hyogo, Osaka and Kyoto prefectures. The seaweed is obtained around the coast off Yuasa, Shinju, Owashi, Nagashima, etc. The usual method of obtaining the weed is by trawling and diving. While there are from 40 to 50 small and medium sized factories in these districts making the Kobe quality of agar-agar, there are also from 125 to 150 farmers making it on a small scale.

After being dried to loosen it up a little, the seaweed is washed and then left in the open for from three to four weeks to bleach. The bleaching process is generally done in August-September, while the seaweed is harvested from the sea in May-July.

The manufacturing season begins as soon as the cold weather sets in which is usually during the first half of

(Continued on page 26)

Ewing Galloway

SHAMPOOS

There are great many varieties of liquid soap and jelly shampoos, soapless liquids, soap powders and soapless powders. In addition to these one might include high grade cake toilet soaps, which are probably as good as liquids from a cleansing point of view.

All shampoos should leave the hair soft, lustrous and thoroughly clean. Inasmuch as liquid shampoos are most popular we shall discuss them first. It requires care to make a good liquid shampoo. In order to make a good marketable product it is necessary to learn a great deal about the character of the oils and alkalis available and methods of processing.

Since it is necessary to use oils which will produce an abundant lather the following oils are commonly used. (Listing is made in accordance with their relative saponification value.) Coconut, palm kernel, palm, almond, lard, olive, cottonseed, linseed, soya bean. No such list can ever be precisely accurate because each lot of oil varies considerably. Coconut oil produces an abundant lather, so does palm kernel and almond. It is important to select oils with care as their quality has an important bearing on preventing turbidity in the finished product.

Turbidity may be due to a number of causes such as: insufficient saponification, impurities in the oils which will not saponify easily, use of hard water, improper procedure. Insufficient saponification causes turbidity because of the fact that as the free oils are gradually saponified they precipitate out as fine gelatinous particles. Gelatinous impurities in raw materials likewise will flocculate and float about in the soap in fine gummy strings. The use of hard water causes a cloudy precipitate. Hence, it is advisable always to use distilled water.

For years it has been the custom to allow the finished soap to stand in open tanks for a fortnight or a month before chilling and filtration. This allowed ample time for progressive saponification of free oil and the precipitation of foreign matter. The settled liquid was drawn off from the top of the tanks into chilling tanks, in which the temperature was reduced to 32° F. before filtration. This method insures a clear product but some manufacturers object to it on the score of the space and the time taken up. Lately colloid mills and homogenizer have been introduced into the manufacture of shampoo soaps. These machines facilitate complete saponification and reduce gelatious impurities to such a microscopic particle size that the danger of cloudiness is minimized. By some this method is said to eliminate the need for chilling. At any rate it will obviously eliminate ageing.

The following formulas indicate the method of making different types of shampoo products:

No. 1. Coconut Oil Shampoo

Coconut oil (Cochin grade)	12.5%
Oleic acid	15. "
Glycerin	12. "
Alcohol	5. "
Potassium hydroxide 85%	5. "
Sodium hydroxide 85%	.5 "
Water	50. "
Perfume	.5 "

Procedure: Dissolve the potassium hydroxide in one third of the water. Melt the coconut oil (130° F), add the alkali solution in a thin stream and continue stirring until the temperature reaches 160° F. Continue stirring very slowly until the soap congeals. Allow it to stand twenty-four hours. Then mix the glycerin with half the remaining water, bring the solution to a boil and add the coconut soap, stirring slowly until it is dissolved. Then dissolve the sodium hydroxide in the rest of the water and add to the soap solution immediately after the soap has dissolved. Then add the oleic acid and mix slowly for a half hour. Age two weeks, chill and filter. Or as an alternative, run the finished soap through a dispersion mill, chill and filter at once.

No. 2. Almond Oil Shampoo Liquid

Almond oil	6.0%
Palm kernel oil	5. "
Coconut oil	8. "
Oleic acid	5. "
Potassium hydroxide 85%	5. "
Sodium hydroxide 85%	.5 "
Glycerin	10. "
Water	59. "
Perfume	.5 "

Procedure: Make the same as before, mixing the almond and palm kernel oil with the coconut.

No. 3. Olive Oil Shampoo Liquid

Olive oil	10.0%
Palm kernel oil	4. "
Coconut oil	6. "
Oleic acid	4.0%
Potassium hydroxide 85%	5. "
Sodium hydroxide 85%	.5 "
Glycerin	10. "
Water	60. "
Perfume	.5 "

Procedure: Make the same as before, mixing the olive and palm kernel oils with the coconut oil.

All of the above formulas can be made into shampoo jellies by simply decreasing the water content sufficiently to produce a jelly of the requisite viscosity. Shampoo jellies can be made also by adding potassium carbonate and water to ordinary soft or hospital green soap as follows:

Hospital green soap	60%
Potassium	2 "
Water	37 "
Perfume	1 "

Procedure: The hospital green soap (or soft soap) is broken up and put into the water in which the potassium carbonate has first been dissolved. The whole is slowly mixed until a smooth jelly is formed at which time it is perfumed.

Shampoo powder can be made as follows:

Powdered coconut oil soap	50%
Sodium laury sulfonate	10 "
Sodium sesquicarbonate	40 "

Procedure: Mix. This product is dissolved in warm water before use. It is particularly suitable for oily hair.

Some people have scalps and hair so dry that soaps are injurious. Consequently they must cleanse the hair and scalp by some other means. Sulfonated oil or the so-called "soapless shampoos" are indicated. Another second method is to use a dry absorbent powder which is gently rubbed into the hair and scalp at night and brushed out again in the morning with a soft brush. Shampoo powders may be made as follows:

Magnesium carbonate	50%
Magnesium stearate	10 "
Rice starch	10 "
Talc	30 "

It is suggested that for cleansing dry scalps and hair the new sulfonated products might be sold profitably in the form of powder to be dissolved in water before use. The products include sodium lauryl sulfonate, and sulfonated oleyl, cetyl, stearyl and lauryl alcohols. They would work just as effectively also for oily scalps and hair.

Sulfonated oil shampoos were adequately discussed in a previous paper in view of which we shall confine ourselves to one formula:

Sulfonated olive oil (75%)	60.0%
Sulfonated castor oil (75%)	20. "
White mineral oil 76-75 vis.	8. "
Ethylene glycol	1.5 "
Distilled water	.5 "

Ewing Galloway

SUNBURN REMEDIES

Having given the composition of preparations designed to prevent sunburn, we now give composition and methods of preparation of products to relieve sunburn if the preventive preparations were not used.

As one advertiser states, sunburn is similar to burns from any other heat source and it should be treated as such. In sunburn as in other burns there is the characteristic burning sensation, inflammation, the formation of vesicles or blisters and eventually the sloughing off of dead skin tissue. The problem of treating the burn consists in making a compound which will relieve the burning sensation, which will prevent infection and which—in severe cases—will stimulate epithelial growth.

One of the first requirements is that the remedy must be easy to apply. This suggests soft, nontacky ointments, liquid emulsions, lotions and powders. Lanolin, absorption bases derived from lanolin, petrolatum, benzoinated lard, olive oil, eucalyptus, some of the patent emulsifiers, glyceryl mono-stearate C. P., and mixtures of these in the form of liquid emulsions or creams are used for making the bases or vehicles. Talc, magnesium stearate, zinc stearate, bismuth subnitrate, bismuth subgallate, zinc oxide, calamine, basic aluminum acetate, acetanilid, alum, boric acid, and sodium bicarbonate are used in making the dusting powders. The active ingredients include picric acid, phenol, ammonium sulfo-ichthyolate, chloro-thymol silver lactate, and virtually all other antiseptics which do not irritate. The cooling agents include lime water, solutions of bicarbonate of soda, boric acid, magnesium sulfate and acetic acid (especially vinegar), soap liniment. Phenol, aluminum sub acetate and benzocaine are added to sunburn remedies to relieve pain.

From a functional standpoint the formula may include any combination or all of the following: (Some materials fulfill more than one function.)

A soothing agent. Lime water, etc.

Antiseptic. Phenol, etc.

An emolient. Olive oil, etc.

A stimulant. Ammonium sulfo-ichthyolate, etc.

An anaesthetic. Benzocaine, etc.

With the foregoing as a basis we shall present some formulae, always remembering that sunburn remedies can be sold for all kinds of burns and scalds, excepting the more severe cases which require medical attention or hospitalization. We are primarily concerned with simple, or in other words, first and second degree, burns.

No. 1. Ointment

Glyceryl mono stearate C.P.	7%
Oleic acid	2 "
Lanolin	3 "
Olive oil	5 "
Cetyl alcohol	3 "
Water	68 "
Picric acid (20% sol.)	10 "
Benzocaine	2 "

Procedure: The first six ingredients are put together into a kettle and brought to a boil with constant mixing. When the mass is smooth, heat is shut off and mixing continued. When it begins to thicken, add the picric acid (which should be kept away from flames and handled carefully as it is explosive) in a very thin stream. Finally add the benzocaine and mix until the cream sets.

No. 2. Ointment

Lanolin	5%
Petrolatum, short fibre soft	25 "
Olive oil	31 "
White beeswax	18 "
Ammonium sulfo-ichthyolate	6 "
Calcium stearate	5 "
Water	10 "

Procedure: Dissolve the ammonium sulfo-ichthyolate in the water. Melt the first four ingredients and then stir in the calcium stearate. Mix thoroughly. Heat the ammonium ichthyolate solution to about 60° C. and stir it rapidly into the melted fats. Mix steadily until the mass thickens.

No. 3. Ointment

Bismuth subnitrate	39.0%
Castor oil	60.5 "
Phenol	.5 "

Procedure: The phenol is mixed with the oil and the bismuth subnitrate is then incorporated to make a fairly fluid paste.

No. 4. Lotion

Triethanolamine stearate	6%
Olive oil	15 "
Water	75 "
Picric acid (20% sol.)	3 "
Benzocaine	1 "

Procedure: Put the stearate into half the water and bring it to a boil with vigorous stirring. Shut off the heat and stir until the temperature drops to about 60° C. Heat the rest of the water to this temperature, add the picric acid and then add the solution to the base. Continue the stirring until the temperature drops to 40° C. and then add benzocaine.

No. 5. Lotion

Ammonium sulfo-ichthyolate	5%
Eucalyptus oil	5 "
Olive oil	40 "
Lime water	50 "

Procedure: The ammonium sulfo-ichthyolate is dissolved in the lime water, and the solution heated to 50° C. The two oils are mixed and heated to the same temperature at which point they are mixed with the ammonium sulfo ichthyolate solution. This is an improved form of Carron oil.

No. 6. Lotion

Calamine	5.00%
Glycerin	5. "
Phenol	.5 "
Camphor	.25 "
Lime water	89.25 "

Procedure: The phenol and camphor are mixed and allowed to stand until the camphor dissolved. The calamine and glycerine are mixed into a paste and then added to the lime water. Finally the camphor phenol mixture is stirred in. This may be labeled "Calamine Lotion."

No. 7. Dusting Powder

Bismuth subnitrate	5%
Basic aluminum acetate	5 "
Acetanilid	3 "
Zinc stearate	40 "
Zinc oxide	10 "
Talc	37 "

Note: The use of dusting powder in the treatment of burns is indicated in second degree cases when the skin is broken and blisters have formed. The product above *will sooth and relieve burning and pain. It is made as* any other dusting powder by thorough mixing and sifting.

Agar-Agar

(*Continued from page 22*)

December and continues till about the end of February and sometimes to the middle of March. In the districts producing the Kobe grade it usually takes a couple of days and nights to complete the drying and freezing process.

The manufacturing process is very simple as it is only a question of boiling the seaweed to extract the glutinous matter, which generally takes from 20 to 30 hours, according to conditions and quality of weed. The solution is then run into trays to settle, after which the jelly, when sufficiently cool and set, is put in a press which has holes in the bottom through which it is forced by pressure—thus forming the strips which are then laid out to dry in the open or in drying sheds—the latter of course being merely roofs and open to the weather.

(*Continued on page 73*)

PHYSICIANS AND COSMETICS

By John Godwin Downing, M. D.*

One doctor tells the profession how and why some cosmetics might cause trouble to the user. The manufacturer can judge the application of the statements for himself.

In 1909 there were 429 establishments manufacturing cosmetics, doing a business of $14,211,969. By 1931 the number of manufacturing establishments had increased to 657 doing a business of $156,375,744, and the last report was that the wholesale value of the products sold amounted to over $250,000,000. At the present time there are 41,000 beauty shops and 80,000 barber shops in the United States employing 170,000 women and 250,000 men[1]. However, the latter figure in no way reveals the number employed in this work, because I investigated last year those in Boston alone. In 1932, 3,018 licenses were issued for beauty work, but it is estimated that despite the energies of the health department, half as many again are engaged in this work, having as their place of business a room in their home. Boston has tried to prohibit these residential establishments not only for sanitary but for moral reasons, and now every application is first acted on by the zoning board, which passes on it as to whether the location is in a business zone or whether it is residential; if residential, it is disapproved and the applicant is told not to work in that location.

Although women do and will continue to pay ridiculous prices for cosmetics that are of little or no value, still as a result of the efforts of the American Medical Association there is unquestionably an effort on the part of the manufacturers to prevent the selling of harmful substances, and the various associations of cosmetic manufacturers state that they will admit no one to membership who uses paraphenylene-diamine in their compounds.

With such a tremendous increase in the cosmetic business there has been an alarming increase in the number of local disturbances of the skin, and some systemic results have also been reported. Fortunately, most of them are not severe. Many women try a new powder or cream and it immediately irritates their skin, so they discontinue its use. The physician is consulted only when there is a violent reaction or when the long interval between the time of application of these preparations, and the beginning of symptoms makes it impossible for the users to determine the cause of their skin irritation or the loss of previous good health. Every busy dermatologist sees one or more cases a week of some result of cosmetics, but few report these cases. Frequently they are not proved cases; a cosmetic is suspected, the patient is advised, gets well and refuses any testing to prove the case, and one hesitates to report a case without scientific proof. Out of 437 questionnaires for the investigation of injuries from hair dyes, dyed fur and cosmetics, only sixty-two were returned.[2]

Powders rarely contain bacteria, although Kapp[3] made a bacteriologic examination of sixty-seven powders from powder boxes taken from his private patients and found various types of bacteria; these were probably contaminations from the powder puffs used. He thought that the vegetable powders injured the skin through the swelling of the powder granules in the cutaneous fat and moisture and considered rice powder the least harmful. Mineral powders irritate because some of the grains have sharp edges and spicules, especially those containing calcium sulfate and infusorial earth. The least harmful mineral powders are those containing zinc oxide, precipitated magnesium carbonate, and magnesium silicate. Numerous face powders contain orris root, which is used as a perfume fixative and may not produce a hypersensitiveness until after a long period of use.

Persons using perfumes containing oil of bergamot on unprotected skin should not expose themselves to the sun, for the combination will produce a disfiguring pigmentation.[4]

With the almost universal use of lipstick, irritation of the lips (cheilitis) is rarely encountered, for the natural dyes such as burnt sienna, cantharium and carmine used in them are fairly safe, although Miller and Taussig reported lipstick dermatitis due to the second.

*Abstracted from an article, "Cosmetics—Past and Present," published in "Journal, A. M. A." June 23, 1934.

Soaps containing more than 0.25 per cent of free alkali will irritate certain skins.

Pyrogallol and paraphenylenediamine will irritate one in a hundred skins, and even the lay person is aware of the dangers in their use.

The various sulfites, calcium, barium, sodium, strontium and magnesium, to remove superfluous hair will frequently cause a dermatitis. The dangers of the use of thallium acetate have been known since Sabouraud pointed out its dangers in the latter part of the last century.

McKenna states that the irritating effects of cold creams is intensified by the successive application of vanishing cream and thinks that the fats block the sebaceous and sweat glands and interfere with the perspiration, causing the temperature of the skin to rise and leading to a continued dilatation of the superficial blood capillaries and eventually to an acne rosacea;[5] a good cleansing at night will prevent this.

Freckle creams and bleaches generally contain mercury; they may cause an acute dermatitis or pigmentations such as those reported by Goeckerman,[6] Wedd[7] and Woltman;[8] the latter reported a case of lead poisoning such as that seen after the continued use of face powders and enamels containing lead acetate.

Men use hair tonics more than women; a man presenting desquamation of the skin on the palm and finger tips accompanied by vesicles should be questioned about a hair tonic. The use of arsenic in hair tonics has undoubtedly caused more cases of arsenic poisoning than those reported. Cole[9] reports a severe dermatitis from a hair tonic containing arsenous oxide, 1.06 grains (0.068 Gm.) to the fluidounce. Cole quotes Newcomb as stating that in sixty-six toilet preparations he found that forty-six were free from wood alcohol. Perhaps with repeal, grain alcohol will not be so valuable.

Silver with its aftermath of that disfiguring condition called argyria should be warned against, and the use of potassium cyanide and oxalic acid as a hair bleach should be a criminal offense.

In all the vast array of literature, occasionally one finds an article defending cosmetics, such as Carleton's[10] experiments with vanishing cream, which she tried on forty subjects. In twenty-four it proved harmless, although three of these subjects had naturally dry skin; in thirteen cases, the cream was beneficial and in only one case did the cream cause dryness. McCafferty and Genovese[11] experimented with cold creams and vanishing creams on a group of twenty-five and stated that there was not one case of dermatitis produced from the use of vanishing or cold cream of a special formula. Cold cream is for the most part innocuous and is prepared from a vegetable or mineral oil such as almond oil, beeswax or liquid petrolatum, to which is added a small amount of borax to aid emulsification. Some manufacturers add spermaceti, which produces a very white cream but which is liable to become rancid and cause irritation; the quality depends on the fineness of the fats. Vanishing cream in reality belies its name, for it does not vanish. It serves as a greaseless, adhesive surface on which powder is spread. The two creams differ in that the vanishing cream is an emulsion of stearic acid in water containing soap, and cold cream is an emulsion of water in oil containing wax.[12] Vanishing cream should never be allowed to remain on the face.

Rouge is composed mostly of zinc oxide to which chalk and one of the natural dyes has been added. Carmine is used in lipsticks, which are composed of wax, lard and oil of theobroma (cocoa butter) in varying proportions.

Henna is probably the safest dye to use on the hair. Wrinkle removers are another group highly advertised and much sought after; they are generally of three types—astringents, fillers and cauterizing agents. As a rule the astringents are seldom harmful except those containing phenol (carbolic acid); as to fillers, many are the tragedies of disfigurement that have come from the injection of paraffin for the elimination of wrinkles and depressions.[13]

Eyebrow pencils rival lipsticks in their popularity; they are, as a rule, harmless and are composed of finely ground carbon made into a pencil of wax or paraffin.

Liquid nail polishes generally consist of acetone containing tincture of benzoin or a solution of cellulose acetate and may be of value, by their antiseptic qualities, in preventing infections that might have resulted from the none too sterile operating tools of the manicurist.

With proper labeling of the various cosmetics and with the cosmetic expert restricting his activities to hygiene, the proper cleansing of the hair, scalp and face, and if requested the application of facial adornments and using pure materials, there will be no loss of business; in fact, there will be an increase, for many women now who fear the use of cosmetics but envy their attractive neighbor may join the ranks, although the American women are rapidly ceasing to look like barbarians and agree that the best face is the natural face.

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FLUORESCENCE ANALYSIS

Of steadily increasing importance is the analysis of products by the simple use of ultra-violet light. Many interesting facts regarding this quick and easy method are given here.

In recent years more attention has been paid to that branch of analysis known as fluorescence analysis in filtered ultra-violet light.

The use of this method is recognized as a valuable subsidiary to other analysis and gives results which cannot be obtained in any other way. The method is based on the fact that many substances in the solid or liquid state or in solution glow or fluoresce when exposed to a source giving ultra-violet light. The source of ultra-violet light in most general use is the mercury vapor arc lamp. To cut out the visable light emitted by the mercury arc lamps a special filter is used which only allows rays of a certain range to pass which are invisable to the eye.

The technique for examination in a qualitative manner is fairly simple and may be carried out as follows: Direct radiation and comparison with known samples, in which the color tone, intensity and distribution of the fluorescence is noted; observation of the fluorescence with the microscope; treatment of the substance with chemical reagents and noting the appearance of fluorescent colors, or changes in the intensity or kind of colors; capillary analysis, in which the sample is dissolved in a solvent and a filter paper strip immersed to the depth of an inch or so, and then examined under the lamp, when characteristic zones of color may be observed. The capillary method is of great value when a mixture is to be examined, as the constituents often form their own fluorescent zones and thus may be identified. For quantitative examination other apparatus is needed, but the method in more general use is that of trial and error, in which a number of mixtures containing known quantities of the substance under examination are compared with the sample and an approximate match with one of them is obtained.

The fluorescence method may also be used for determining materials which are suitable for use to prevent sunburn, since those materials which fluoresce most strongly within the ultra-violet range absorb these rays and are therefore most suitable for use in preventing sunburn.

Quinine shows a two color fluorescence depending upon whether it is in the form of its mono-sulfate, which fluoresces violet or whether it is in the form of its bisulfate which fluoresces more strongly with a blue-white color.

In the examination of materials for the intensity of their fluorescence it is useful to adopt standards of intensity of the same fluorescent color as is exhibited by a series such as the following substances in the order of their diminishing intensities: Anthracene, phenanthrene, zinc salicylate, fluorene, naphthalene and triphenylphosphate. The observation of materials frequently used in cosmetic preparations such as vaseline, lanoline, spermaceti and benzoinated lard exhibit only a weak fluorescence, but nevertheless each show a characteristic color. Petrolatum fluoresces blue-white, anhydrous lanolin-dull lavender-yellow, lard-pale lavender and spermaceti-light lavender.

Quinine bisulfate, aesculin, naphthol disulfonic acid, salts of salicylic acid, etc. are frequently used in sun-protection preparations and their efficiency is borne out by observing their intense fluorescence when properly compounded mixtures containing them are exposed to ultra-violet radiations. In order to obtain satisfactory results with quinine bisulfate it must not be used in a saponified preparation, as any alkaline product will render it completely inactive, due to the decomposition of the quinine-bisulfate. Quinine oleate has been recommended for use in oily preparations, but mistakenly, for quinine gives an adequate effect only in the form of its bisulfate. Quinine bisulfate cannot be used in the solid state, as for instance, in powders, for it does not absorb ultra-violet light in this condition.

Those materials which themselves fluoresce most strongly are most suitable for addition in sun-protection preparations, but this fact alone does not render their selection easier. Anthracene, which exhibits a most brilliant fluorescence, is insoluble or difficultly soluble in oils and other solvents commonly used in cosmetic preparations. This is likewise true for phenanthrene and fluorene. Aesculine (dimethyl-umbelliferone) and the sodium salt of naphthol disulfonic acid are more soluble products and furthermore since they permit the passage of light and heat rays they do not prevent a moderate degree of skin tanning.

(Continued on page 69)

It requires the utmost skill and long years of experience to build a perfume that will retain its original character after it has been incorporated in a powder base. The drying out process and the natural absorption common to all face powders radically alter the average perfume within a month or two.

Fritzsche perfumes for face powders remain constant. The formula by which they are made, known only to us and developed after tireless experimentation by our own chemists, achieves permanence of odor under all conditions.

FRITZSCHE *Brothers, inc.*

164 SO. CENTRAL AVENUE, LOS ANGELES, CAL.

Proprietors of PARFUMERIES de SEILLANS, Seillans, France
FRITZSCHE BROTHERS, of Canada, Ltd., 77-79 Jarvis St., Toronto, Canada

78-84 BEEKMAN STREET,
NEW YORK, N. Y.
118 WEST OHIO ST. CHICAGO, ILL.

NEW MEDICINES ABROAD

Ederma consists of "Vermix caseosa artificialis" (synthetic cottage cheese) and is a salve containing synthetic and protective substances corresponding to those found in the natural product, namely, cholesterin and other lipoids, albuminoids such as cystine, tyrosine, trptophane and other protective agents (Elaidin). The preparation is recommended as protection for the skin of new-born children and infants against the irritating effect of urine, feces, perspiration, etc. and as a soothing application. Dr. S. Meyer & Co. G.m.b.H., vorm. Theodor Teichgraeber A. G., Berlin S.W. 68.

Efdeli Stickgas, a vermin eradicator, consists essentially of a mixture of sulfur and carbon powder. Chem. Fabrik Delitia, Delitzsch.

Biocitin Tablets consist of 32% lecithin-albumin, dried skim milk, 1½% calcium phosphate, sugar, cacao. Packages contain 50 or 100 tablets. Biocitin-Fabrik, G.m.b.H., Wien VII.

Eldoron. Marke "Beaka," a hemorrhoid salve, contains a bismuth salt, zinc oxide, witch-hazel extract, anesthesin and menthol. Berg.-Apotheke, Fabrik pharmazeutischer Praparate, Konigsberg i. Pr.

Enatin-Capsules, useful for the internal, conservative treatment of kidney-and ureter-stones so that the latter can be naturally eliminated if their size permits. The capsules may also be used in treating inflammation of the gall duct and gall bladder. They contain an ethereal oil which irritates the kidney tissue, has a diuretic effect and stimulates peristalsis in the ureter and duodenum. Dose: at most 1 to 4 capsules daily before meals; 1 capsule daily as a prophylactic. Chem. Fabrik Helfenberg A. G., Helfenberg bei Dresden.

Sevenalil Ampoules. Each 1 cc. ampoule contains 0.10 g. phenylethylmalonylcarbamide, 0.40 g. carbaminic acid ethyl ester, 0.05 g. dialylmalonylcarbamide. In packages of 6 ampoules or a 10 cc. bottle. Sanabo-Chinoin, G.m.b.H., Wien I.

Sevenaletta Tablets. Packages of 30 tablets, each containing 0.015 g. phenylethyl barbituric acid. Same manufacturer.

Sevenal Tablets. Ten tablets to the package, each tablet containing 0.10 g. or 0.30 g. phenylbarbituric acid. Same manufacturer.

Entrupal, so-called biological hair-strengthening liquid, according to Dr. Aufrecht, consists of 1.39% lead acetate, 1.88% sulfur, 10.88% glycerine and perfumed water. Chem. Fabrik Max Ludewig & Co.

Ephedra-Inhalat "Esseff" for asthma, hay fever, sea sickness, etc., contains as its active ingredient natural, optically active ephedrine in stable form. Sauerstoff-Fabrik, Berlin G.m.b.H., Berlin N65.

Eucalyptus-Menthol Inhalat "Esseff," for treating all affections of the air passages, contains menthol and eucalyptus oil. Same manufacturer.

Ernaform-Capsules, a veterinary product for infectious vaginal catarrh, contain a fat and medicinal Scarlet R; eosin dyes are apparently also present. Bacteriologischen Institutes Dr. Kirstein, Berlin.

Eukrosan, a "biological hair-strengthening product," contains a sediment of yellow precipitated sulfur. The liquid is a solution of a bismuth salt (apparently the citrate) treated with ammonia and containing glycerine and a little cholesterin. Agnes Wolf, Charlottenburg.

Exdolan. The preparation now contains caffeine in place of diethylmalonylcarbamide. Dr. C. V. Stroevers Konigin-Luise-Apotheke, Berlin W57.

Extractum Parathyreoideae Nordmark for substitution therapy in illnesses, especially deficiency of the Parathyroidea, as indicated by tetany, chorea, osteomalaxia, to assist in lime assimilation where desired, in dermatoses, eczema, pregnancy, lactation, etc. The product is a parathyroid extract standardized in Collip-Hormone units. One cc. contains 50 units. Use: 2 to 3 intramuscular injections of 1 cc. weekly. Nordmark-Werke G.m.b.H.

Faekol, for diabetes, is said to contain Extr. spec. mod. parat. Boldo, Syzyg. Myrtill. Faseol, Faex med., Lezith. ex. ovo, Lact. natr., Lith. phenyloformic., insulin-containing lipoid-free pancreas. Griebel and Weiss found yeast, plant extracts, lecithin, lithium salicylate, albumin, and small quantities of arrowroot. Animal tissue was not found on microscopic examination. Dr. med. H. Klebs von C. Nicolaisen, Berlin.

Dr. v. Walcks Faex-Vitamin-Tabletten are tablets of dried yeast, weighing 0.55 g. Zentral-Reform-Hauses "Ce-Wi," Berlin.

Phenurin Tablets. Each tablet contains 0.25 g. hexamethylenetetramine anhydromethylene citrate and 0.25 g. phenyl salicylate. Packages of 20 tablets. Pharma. G.m.b.H., Aussig.

Horosteon Ampoules. Each contains extract corresponding to 0.21 g. bone germ-tissue, sodium chloride and phenol. Three ampoules to the package, each containing 1.10 cc. Fa. Krause Medico, G.m.b.H., Munchen.

Botaniker Fromms Herb Tea, recommended for numerous ailments, according to Griebel and Weiss consists of a mixture of fine-cut or coarsely milled drugs. These are senna leaves, rosemary leaves, birch leaves, nettles, pansy, thyme, camomile, yarrow, elder blos-

(Continued on page 57)

Baker's
FINE CHEMICALS

Baker's Bromides
AMMONIUM • POTASSIUM • SODIUM
Are Free from Solution Cloudiness

Because of their high quality and absolute freedom from cloudiness and other extraneous dirt in solution—BAKER'S Alkali Bromides are used in countless medicinal and pharmaceutical preparations.

Unusually clear, white and free running, they equal or exceed "U. S. P." Photographers and engraving plants will also appreciate the unvarying quality of these Bromides.

Write for samples and prices. Tell us your requirements.

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Phillipsburg, New Jersey

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MANUFACTURERS OF
"Baker's Analyzed"
C. P. CHEMICALS AND ACIDS

THE A. P. M. A. MEETING

CARL N. ANGST
President

J. L. HOPKINS
First Vice-President

With an attendance which reached the figure of 178 people, the American Pharmaceutical Manufacturers' Association met June 25-28 at Cape Cod, Mass., for what proved to be one of the most fruitful conventions which the association has held. With the meetings well planned, and with scheduled speakers who knew their subjects well, members of the association discussed their problems in the frank manner which is so typical of that association.

The association reaffirmed its forward-looking position which it has maintained for some years with regard to federal food and drug legislation when it approved the following resolution:

Resolved:—That the American Pharmaceutical Manufacturers' Association does hereby reaffirm its position upon the revision of the Federal food and drugs act, namely:—

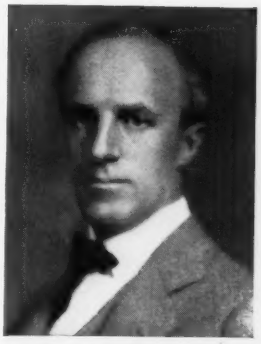
(a) The association endorses a constructive and sound revision of the act, effective to duly protect the purchasing and consuming public, and also the early enactment of such a revision.

(b) The association endorses, in particular, the extension of the act to outlaw the false advertisement of drugs and to prohibit the sale of any article or device, as a drug or for any personal remedial use, which is dangerous to health when it is used as directed.

(c) The association insists that the revised act duly preserves the principle of a constructive variation privilege, with respect of official drugs and subject to label notice of such variation.

(d) The association also insists that the revised act contain a provision for an administrative board of review; that is, for an impartial board appointed by the President and acting in pursuance by regulations prescribed by him, to which an appeal may be taken from an administrative decision of violation which is deemed unwarranted in fact and law.

Further resolved:—That the association act to effect a model bill of revision and to co-operate with the United States Department of Agriculture, to accomplish the aforegoing resolutions.



CHARLES WESLEY DUNN
Counsel

C. W. WARNER
Secretary

THE CLAMBAKE ON CAPE COD

Arthur Rowe

F. J. Hailer

Floyd K. Thayer

Dr. H. S. Baketel

John A. Silver

James A. Patch

O. L. Biebinger

J. E. Bartlett C. S. Curtis

B. L. Maltbie Henry J. Sage

G. A. Anderson Mrs. Parkhurst Mr. and Mrs. O. L. Biebinger

Raymond Deyo F. A. Rostofer

Elliott Frosst

G. L. Ringel

Dr. Thomas Lewis

John Vance A. A. Teeter

B. L. Maltbie R. L. McNeil

Dr. C. H. Searle

C. D. Smith W. H. Rorer

Frank A. Mallett Carl N. Angst

Gerald F. Rorer

Carrol Dunham Smith Jr.

Dr. C. H Searle

Joseph A. Huisking

H. Richard Noonan

Ralph R. Patch

Carson P. Frailey

J. L. Hopkins

Albert A. Teeter

Bern B. Grubb

R. K. Snow

Eric Leth

Victor E. Williams

L. D. Humphrey

Mrs. F. J. McDonough

E. S. Paisley

A. A. Wasserheid

Elmer H. Hessler

Mrs. S. White

B. F. Zimmer

John Frosst

J. J. Kerrigan

Ralph R. Patch

George A. Anderson

F. J. Hailer Dr. A. C. Boylston O. L. Biebinger

Carle M. Bigelow

R. A. Clark

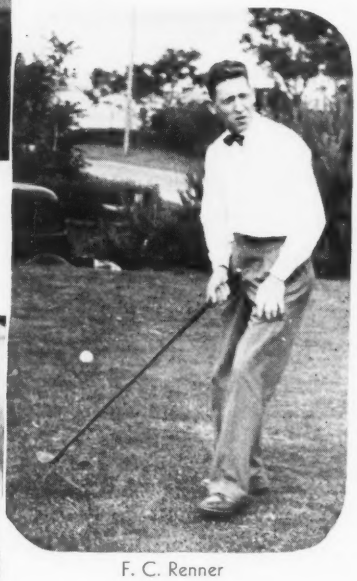
A. P. Connor

V. E. Williams Mrs. H. R. Noonan

Clarence W. Warner

R. P. Neptun

F. H. Leonhardt Dr. A. C. Boylston



F. C. Renner

Mr. and Mrs. Charles G. Predmore

Charles Wesley Dunn

Fred A. Lawson

G. L. Harvey J. G. Van Nortwick

Carson G. Frailey

Jason L. Russell J. H. Healy

R. N. Fullerton

M. C. Schuehle

Mrs. T. R. Farrell Ralph E. Dorland

F. H. Leonhardt

Mrs. Frosst Mrs. John G. Searle

Mrs. E. J. Rhein

Mrs. W. H. Whitford W. H. Whitford

John G. Searle

The increasing importance of the association is evidenced by the fact that ten new active members and seven new associate members were elected at the meeting. These members are as follows:

Active members: Angier Chemical Company, Boston; Ehrhart & Karl, Inc., Chicago; Hoffmann-La-Roche, Inc., Nutley, N. J. (transferred from associate membership); Frank W. Horner, Ltd., Montreal; New York Pharmaceutical Company, Bedford Springs, Mass.; Numotzine, Inc., Chicago; Od-Peacock-Sultan Company, St. Louis; The Schering Corporation, New York; the Schuemann Jones Company, Cleveland; the Shores Company, Cedar Rapids, Ia. Associate members: J. T. Baker Chemical Company, Phillipsburg, N. J.; Benzol Products Company, Newark, N. J.; American Ferments Company, Buffalo; Crooker Laboratories, New York; Durst & Company, Philadelphia; Murray & Nickel Manufacturing Company, Chicago; Salem Glass Works, Salem, N. J.

In his address, President Carl N. Angst reviewed the momentous problems of the past year and gave credit to those who were mainly responsible for carrying the load of the solution of these problems for the association. He directed attention to the great work of Charles Wesley Dunn in connection with proposed revision of the Federal Food and Drugs Act; to the work of John G. Searle in connection with preparation of an industry under the NRA; and to the other committee chairmen who worked hard during the year.

Charles Wesley Dunn, general counsel of the association, spoke for more than an hour and one-half on the proposals to revise the Federal Food and Drugs Act, stating that members of the industry are regretful that a sound revision of the law was not approved by Congress, but thankful that unsound provisions contained in the Copeland bill were not approved. Mr. Dunn listed the objectionable features of the original Tugwell Bill which were eliminated in subsequent revisions. He also listed the objectionable features of the final draft as follows:

1. The provision regarding the adulteration of official drugs which vary from the official standard.

2. The provision which states that the label or advertising of a palliative must state the nature of the palliative action. In many cases this is impossible. We know a drug has certain effect but there exists a variance of opinion as to just how its palliative effect is secured. A manufacturer should be held liable for the truth of his remedial claims and that is what the public is interested in. If it is true that an aspirin tablet rids one of a headache it is of little interest to the average person just how that palliation is secured. This is a theoretical and academic point.

3. The provision relating to antiseptics remains unsatisfactory.

4. The bill contains too broad a definition of advertising. As written it includes even private correspondence dealing with research upon a drug of unknown action.

5. The factory inspection provision is still unsatisfactory.

6. The administrative provisions are still inadequate. There is nothing in the bill to require the government to give the manufacturer a part of the sample which its inspectors take.

7. The seizure provisions are unsatisfactory. An administrative officer is given the power to seize a product without court order. We can see no reason for changing the present court order plan.

8. The provisions pertaining to dealers are weak. They exempt the dealer who sells products which he has purchased even if he knows that such products are illegal.

9. The provision of liability of corporate agents is unsatisfactory. We wish this changed to make such agent liable only when he directs or knowingly pursues a violation.

10. The import provisions are highly objectionable as they do not provide, for example, for equitable administration.

It is a great pity that these sound objections were not satisfied. If Senator Copeland had changed his bill to meet them the bill would have been passed by Congress. It is a mistake to say the Copeland bill failed because there was no time for its consideration in the closing days of Congress due to the pressure of more important legislation. It failed because it was not properly drawn and it invited so many sound objections that it could not pass.

The major purposes of revision of the act, Mr. Dunn stated, are as follows:

1. The protection of the public against false advertising. There is no one who can rightfully say that advertising should not be under the same regulation as labels. This organization was the first to pass a resolution urging that the present act be amended to govern false advertising.

2. The protection of the public against injurious cosmetics.

3. The protection of the public against mechanical appliances which are fraudulent.

4. The protection of the public against substances which are fraudulently represented to affect the structure or function of the body, such as obesity cures or hair growers.

5. The protection of the public against any drugs which are actually dangerous to health when used as directed on their labels.

Carl N. Angst was reelected president for the coming year. Other officers elected are:

Vice-presidents, Jesse L. Hopkins, of J. L. Hopkins & Co., New York, and R. H. Thompson, of the E. B. Shuttleworth Chemical Company, Toronto.

Secretary, C. W. Warner, of the Maltbie Chemical Company, Newark.

Treasurer, Frank A. Mallett, of the Standard Chemical Company, Des Moines.

Members of the board of directors, George R. Flint, of Flint, Eaton & Co., Decatur, Ill.; H. B. Johnson, of the Zemmer Company, Pittsburgh; and Frank Schopflin of George A. Breon & Co., Kansas City.

Winners in the golf tournament were: John Frosst with low net of 68 won the Monsanto trophy cup. Winners on the Eastward Ho course: First flight—Low Gross—G. S. Furman, 85, an electric clock; first low net, J. W. Vance, 89-18-71, an umbrella; second low net, Phil Rising, 93-18-75, a leather bridge set; second flight—low gross, Floyd Thayer, 99, a clock; first low net, J. Frosst, 96-28-68, a duffle bag; second low net, C. H. Searle, 101-28-73, leather toilet set; third flight—low gross, F. L. Bodman, 112, a silver cigaret case; first low net, Raymond Deyo, 126-35-91; second low net, George Anderson, 128-35-93.

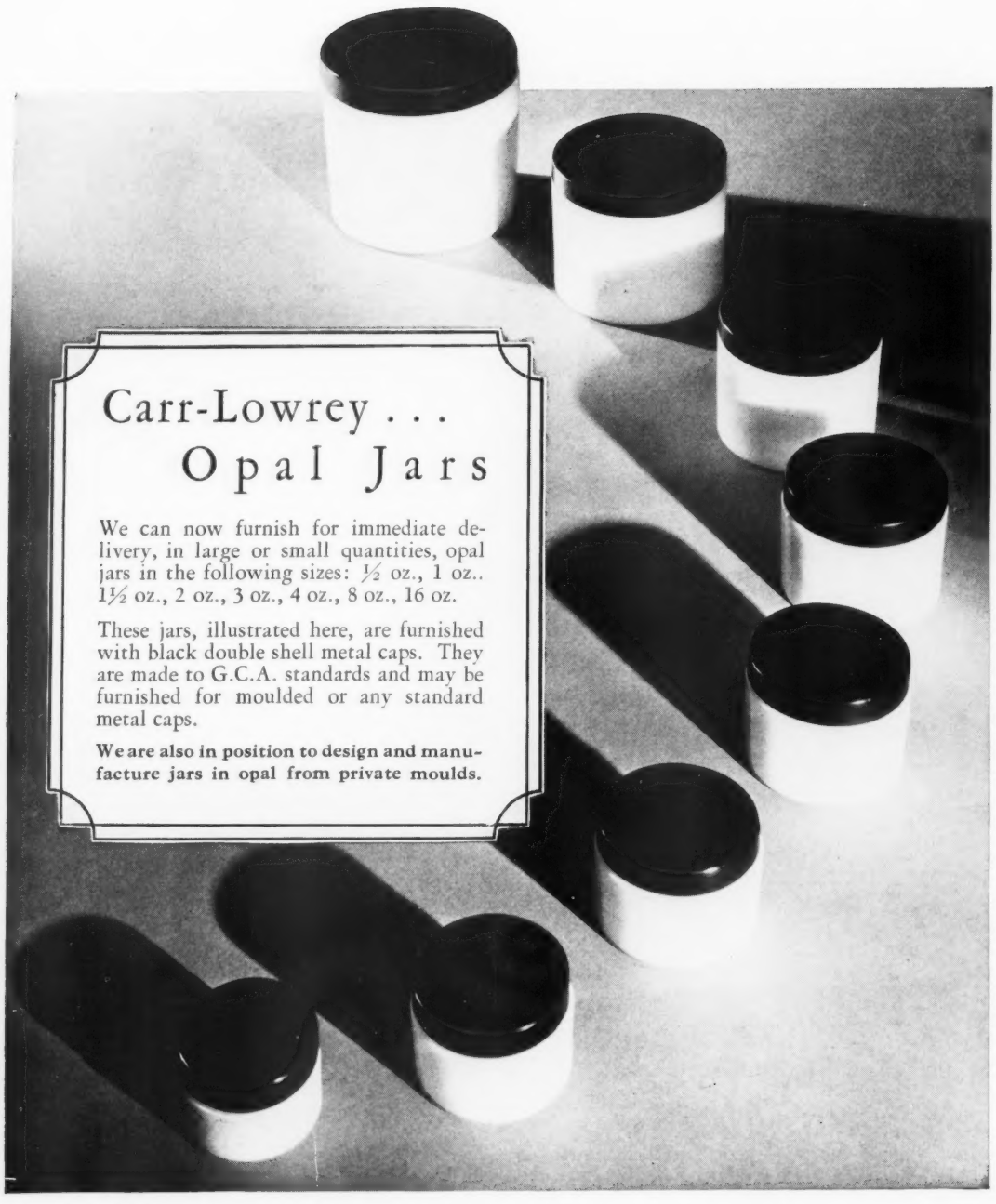
Winners on the Chatham Bars course were as follows: —Low gross, Ralph R. Patch, 80, a fountain pen desk set; low net, William H. Rorer, 85-20-65, a duffle bag.

Eliot Frosst won the kickers' handicap prize, an auto robe, when Mrs. B. L. Maltbie drew the number.

PACKAGING DRUGS AND COSMETICS

A SECTION OF "THE DRUG AND COSMETIC INDUSTRY"

SCHAEDLER


Carr-Lowrey . . .
Opal Jars
We can now furnish for immediate delivery, in large or small quantities, opal jars in the following sizes: ½ oz., 1 oz.. 1½ oz., 2 oz., 3 oz., 4 oz., 8 oz., 16 oz.
These jars, illustrated here, are furnished with black double shell metal caps. They are made to G.C.A. standards and may be furnished for moulded or any standard metal caps.
We are also in position to design and manufacture jars in opal from private moulds.

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Telephone: CHickering 4-0592

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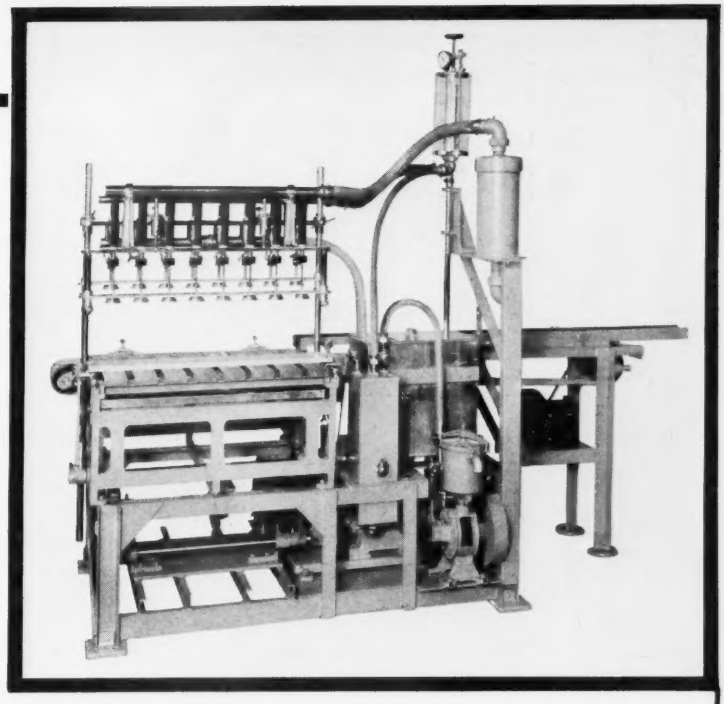
U. S. Model C Straight Line Vacuum Filler with Vacuum Bottle Cleaning Unit



Produces Cleaned Bottles at Instant of Filling

●

Economizes on Space

●

Saves Installation Costs

●

Increases Production Capacity

●

Saves on Labor Cost, as One Operator Handles Cleaning and Filling on One Machine

●

Simplest — Most Compact and Reasonably Priced Efficient Vacuum Bottle Cleaning and Filling Machine of the Automatic Power Operated Type

●

Can Be Furnished in 6-8-10-12 and 14 Tubes as Desired

●

Has Micromatic Adjustment Wheel for regulating speed of operation and capacity of machine, by means of a registering scale. This control eliminates difficulty in synchronizing. Speed can be changed in a few seconds.

Discharges automatically to conveyor and can be arranged with sectional conveyor to discharge to other automatic machines.

Any New Model C Straight Line Vacuum Filler, either Automatic or Semi-Automatic types, can now be had with Vacuum Cleaning Tubes and Vacuum Unit for bottle cleaning purposes. This method of cleaning bottles is preferred to washing in some bottling establishments and it has the advantage of saving practically one-half of the floor space, besides presenting thoroughly vacuum cleaned bottles at the instant of filling.

U.S. BOTTLERS MACHINERY CO. INC.

WASHING, FILLING and PACKAGING ENGINEERS

Agitators	**Filters**	**Dryers**
Belt Conveyors	**Pumps**	**Vacuum Fillers**
Cappers	**Strainers**	**Accurate Measure Fillers**
Corkers	**Washers**	**Siphon Fillers**
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Use This Filler For *Any* Filling Job

So versatile it will fill practically *any* kind of container with almost *any* kind of material, the Stokes & Smith American Filler, with Gross Weight Scale, comprises four different machines in one single unit. These are:

1. *A gross weight scale with auger feed.*
2. *A volumetric filler measuring material by the volume of the package.*
3. *A volumetric filler measuring material by the turns of the auger, a very precise way for the smaller quantities.*
4. *A packing machine to compress the material into packages.*

Changing from one type of container to another, even from any paste to free-flowing powder, is only a few minutes' work.

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"THAT'S WHAT I WANT
...IN THE BLUE BOTTLE"

Maryland BLUE Bottles

MAKE YOUR PRODUCT

EASY TO SEE ... EASIER TO SELL!

THAT'S the secret of successful selling these days. Competition is keen. Hundreds of products vie with yours for the customer's attention! Make yours stand out from the crowd. Stop the roving eye — and you start the sale.

Color will do it . . . as manufacturers of every line from toothbrushes to kitchen equipment have proved. And Maryland BLUE Bottles and Jars will give your product a distinctive color. Their rich, brilliant blue catches the eyes of your customers and reminds them to buy. Not only makes your bottle or jar easy to identify but suggests the high quality of the product within. Result: your product is seen, recognized and bought more frequently.

Let us send free samples and show you how your product will look dressed up in Maryland BLUE Bottles. They are made in a wide variety of modern stock shapes and sizes which are very distinctive when used with appropriate caps and labels.

Maryland BLUE Bottles are also made in special designs for many famous products. In requesting samples, just tell us the nature of your product and the sizes in which it is packed. Or, better still, send us samples of your present containers.

Maryland BLUE Bottles

MARYLAND GLASS CORPORATION • Baltimore, Md.

NEW YORK REPRESENTATIVE
Two-Seventy Broadway, New York City

PACIFIC COAST REPRESENTATIVE
Owens-Illinois Pacific Coast Co., San Francisco

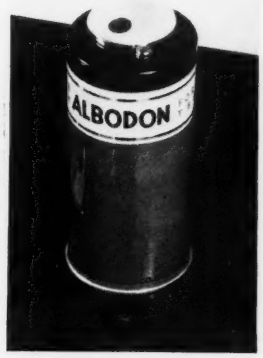
MARYLAND GREEN TINT AND FLINT BOTTLES ARE OF THE SAME HIGH QUALITY AS MARYLAND BLUE

PACKAGING NOTES

Edited by Elmer Sheets

The "Albodon" Tooth Powder Package

In your search for a convenient tooth powder package you will go far to find one superior to the "Albodon" package reproduced here. You can take it up in one hand, open it with your thumb, sprinkle out the powder, close it with your thumb, and put it back on the shelf, in the same time it takes you to twist or pull open most other tooth powder packages. If you're like us, you don't even bother to reseal most tooth powder packages, because you can't do it and hold the brush in the other hand without spoiling your entire day. But with this one it's easy—in fact, a pleasure.



Aside from this very important feature, the can itself is well designed and we can't understand how all these guys who sit around waiting for all that is "best" in packaging ever let it slip by without raising loud cheers about it. It was designed by Wenk for William R. Warner & Co.

More About Plastic Cream Jars

In the article last month by Mr. Childs on "The Future of Plastic Containers," the statement was made that molded jars are unsuitable for creams of more than 50 per cent water content.

Our friend, Mr. H. S. Spencer of General Plastics, Inc., reports that this is not true of all plastic materials. He states that two-and-a-half-year tests prove that jars made of their Durez 75 materials are suitable for creams of any degree of water content.

Parke-Davis Cosmetics

We haven't been able to find out yet who is responsible for packaging the new Parke-Davis cosmetic line, but everybody seems to think he did a good job. Although making practically everything in the drug line, this house had more or less kept away from identifying itself with cosmetic products. But now that it has decided upon a cosmetic line, it has packaged it in a fashion worthy of a house with its background, reputation and standing. The packages are decidedly ethical in their appeal, simple and easy to read, yet having class and distinction.

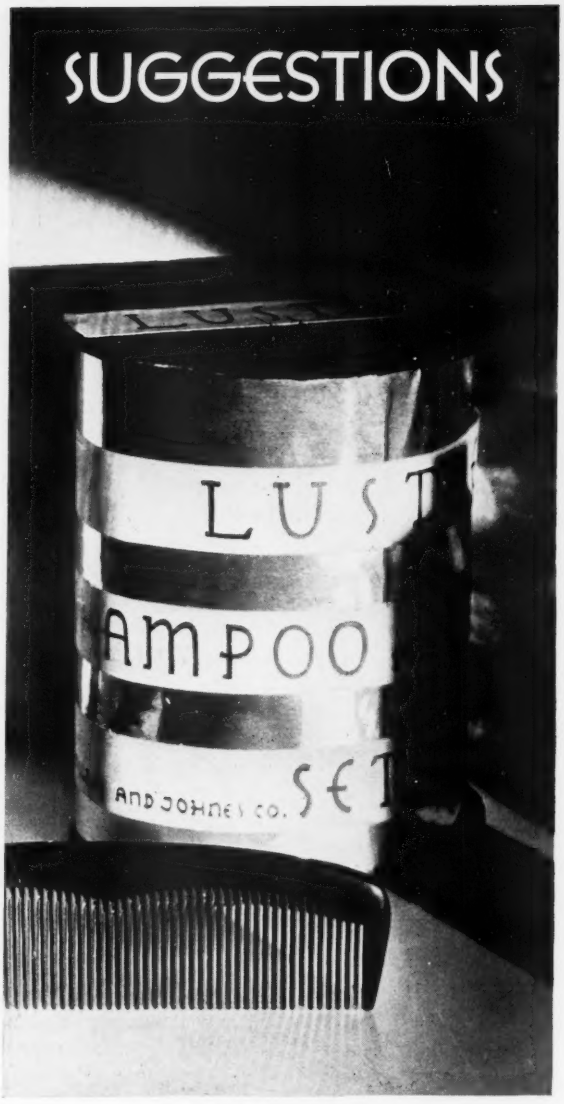
"Top-Flite's" Talc Bottle

One of the best-looking and most-talked-of of the newer packages is the "Top-Flite" talc package. It was designed by Anton Bruehl in one of his infrequent excursions into package design. It is a squat, broad-shouldered bottle, with one label band running around right at the bottom, and another narrower band, set in a recess just the band's width down from the shoulder. The bottle, itself, is unusual in that the shoulders are practically square. In addition, it is finished with a coating of black, baked-on enamel.

A complete picture of this package, together with its accompanying item, a shaving cream, is shown elsewhere in these pages. The view shown here is looking down on the neck of the bottle with its also unusual type of closure. The consumer removes a molded cap and sifts the powder through the wire screen. This wire

(*Continued on page 45*)

SUGGESTIONS



NOSE DROPS . . . . . .

The nose drop package which we suggest this month features what seems to us to be an improved type of dropper and bottle. These are designed to be more attractive and at the same time, more practical than those in common use at present. In experimenting with various types of droppers, it seemed desirable to produce one which was shaped to afford the thumb and index or middle finger a definite point of contact and action. The resulting dropper, which is shown here makes for added ease of application as well as introducing a novel note which at the same time dresses up the container. The low squat bottle that goes with this newly designed dropper is extremely simple, stands firmly on its base and shows no decoration except the small label on the neck. Its shape is suggested by its use. Although the model shown is solid, the contents and the dropper would, of course, be visible in the finished package.

Our second package suggestion embodies a simple, convenient ensemble for the hair. In addition to a cream shampoo, this set would include a wave lotion and a comb, thus making a sale of two items, instead of one, and at the same time simplifying the shopping problem for the consumer. Some may say that most modern women go to the hairdresser for their wave. Most modern women go there only if they can afford it and there is an overwhelming number who cannot. The great majority of women would much prefer to do their own waving if it were made simple and easy for them. If all the necessary ingredients could be bought for a fair sum in one container, so that it would become just as integral a part of a woman's dressing table or bathroom closet as the make-up and manicure sets, then the care for the hair would be a much less artificial and tedious business than it is now. Not to speak, of

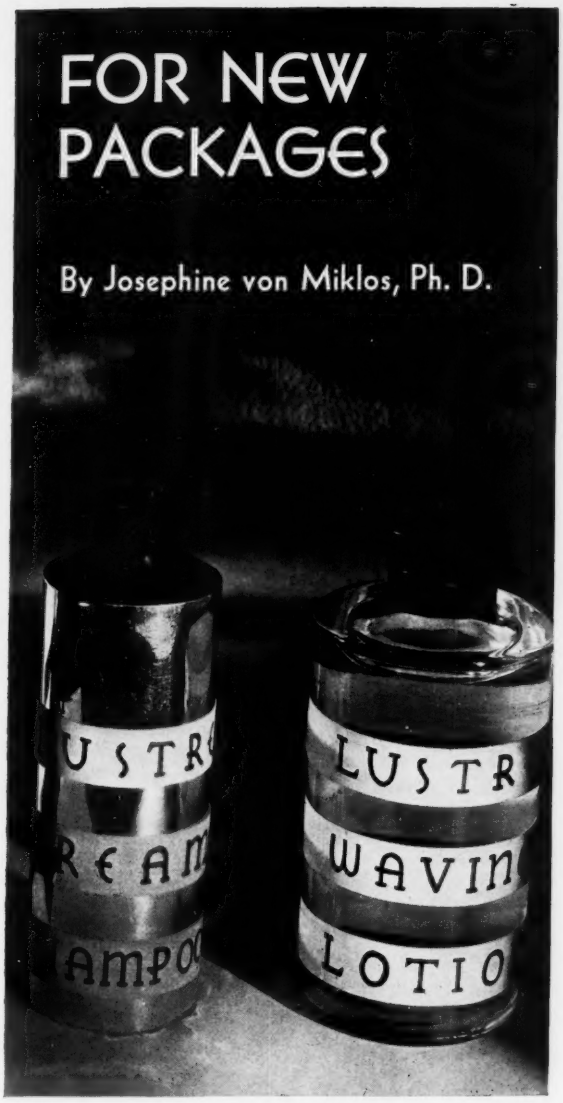
• NOSE DROPS. Transparent glass bottle, same color as glass end of dropper. Label on neck of bottle with reverse plate printing, same color as the rubber end of the dropper. In our dummy bright red. •

SHAMPOO AND

• HAIR SET. Silver tube and silver outside container. Caps made of black composition. Top and bottom of container black, to match caps. Black printing on bright yellow bands. Flint glass bottle. Comb black. If other

FOR NEW PACKAGES

By Josephine von Miklos, Ph. D.



WAVE SET . . . .

color combinations are used, it always would be well to have the top and bottom of the container, the two caps, the lettering and the comb of the same color and to match the color of the tube with that of the body of the container.

course of the use of a set like this for traveling. There is the non-plus ultra market for this kind of outfit.

Our suggested set contains a tube of shampoo cream, a bottle with waving lotion and a comb. There could also be included in a package of this sort, some pins or clasps or setting combs, anything that helps the wave, and a net to put over the hair while drying. The oval shape of the outside container is suggested for practical purposes; it holds the two main features of the combination side by side in the center and leaves enough space for additional implements. The box is, of course, a telescopic one; the design on tube, bottle and box is the same, varying only in the words on each item. The outside container is finished so as to match the tube and the closures on tube and bottle show the same design and shape.

. . . . . SUNBURN REMEDY

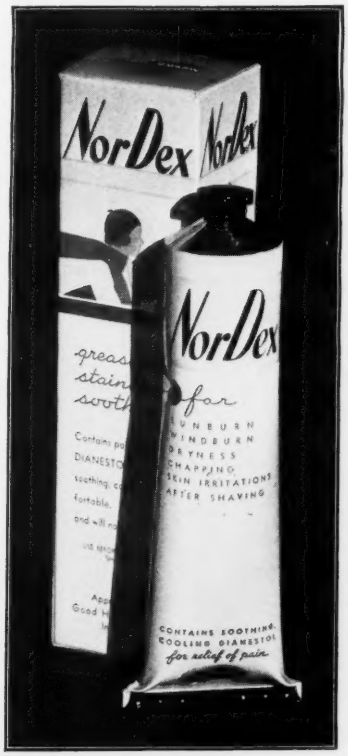
Our sunburn-remedy cream package is obviously ethical in appearance, although getting away entirely from the drab effect which, up until recent years, was quite characteristic of the ethical package. The label is so simple that it attracts immediate attention; it holds so little copy that the consumer would know at first glance what he is buying; and, through its inherent dignity, speaks volumes about the merits of the product. To be sure, a great deal of confidence in one's product and a great deal of restraint and taste would be required, and also a good portion of courage to produce a sunburn-remedy-cream-jar-label as "undesigned" and unobtrusive as the one that we are suggesting here. The only element of actual designing on it is the fact that the width of the label is double the width of the cap, thus creating a definite relationship between the two; and that the name of the product forms its only decoration.

SUNBURN REMEDY. White jar with black cap. Label black with reverse plate printing in white. Any other color could of course be used, as long as it contrasts well with the color of the jar and as cap and label are alike.

BRIDGEPORT

VANITY CASES • ROUGE CASES • PASTE ROUGE CONTAINERS • LIPSTICK HOLDERS (ALL TYPES) • POWDER BOX COVERS • EYEBROW PENCIL HOLDERS • BOTTLE CAPS • JAR CAPS • METAL NOVELTIES TO ORDER

Nordex



"Nordex" is a new Norwich product—a white, non-greasy, stainless, medicated skin cream, its principal ingredient being "Dianestol," a positive local anesthetic which quickly relieves pain.
"Nordex" and "Norwich Sun Tan Oil." window display cards are a part of the 1934 "Unguentine" merchandising window display.

Old Gold

Sylvania announces the development of two new sheets of its transparent cellulose. They are known as R. R. Old Gold and U. V. R. and both are made in plain and moistureproof grades. The Old Gold Sheet is that color and is fully transparent, as is the plain white U. V. R. The company recommends them as wraps for drug and cosmetic products.

Foreign Exhibit

Robert Gair had a small gathering the other day to close the exhibit of foreign packages they had been having over there. Lane Marohn, Joe Sinel and Sidney Bagshaw were among the speakers. The most notable thing about the foreign packages seemed to be their high attention value made possible by the use of very little copy.

Packaging Notes

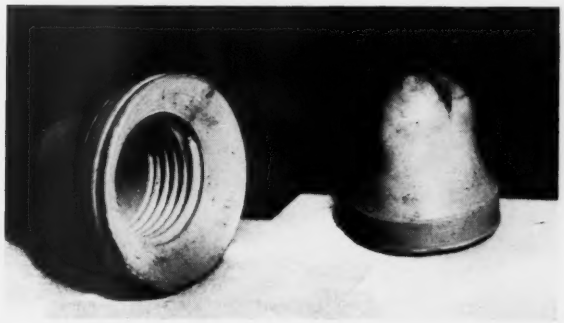
(*Continued from page 41*)

screen is held in place with a cut-out metal screw cap. In other words there are two sets of threads on the neck of the bottle—one for the metal cap and sifter-screen device and the other for the molded cap, which is all the consumer removes when using the talc.

Seems like a swell package to us from every viewpoint. What do you think of it?

More Brushless Shave Applicators

A prominent shaving cream manufacturer who is as much fascinated by the number and variety of gadgets offered as brushless shave applicators as we are (see this dept. of Nov. '33 and March, '34) has been good enough to send us those pictured here. These are made of soft rubber which presumably may be obtained in any color you fancy. They come in various sizes to screw on to any of the standard size collapsible tube nozzles. As the photograph indicates, the tip of each rubber nipple is slit, and thus, when you press it against your chin and, at the same time, squeeze the tube, a ribbon of cream is spread on your face. We were a bit skeptical but we tried it and it really works just about that way.



We don't have the name of the sponsor handy but if you're interested, we can probably find out for you. And if any of you have had any of these gadgets offered to you, we wish you'd send them along to us. We'd like to comment on them and add them to our museum. It's more fun than saving stamps.

Selling Dresses with Perfume

The perfume packages of Elizabeth Hawes which we showed last month have excited considerable comment. Of course, the first reaction is that the packages do not suggest perfume. But unquestionably, they do suggest dressmaking and, as we all know, that is what Miss Hawes is interested in. Seems to us like a pretty good advertising stunt for a dress designer.

Lines and Proportions

SIMPLE, NATURAL BEAUTY OF HAZEL-ATLAS OPAL JARS

Modern lines of beauty for these modern Hazel-Atlas Opal Jars! Simple, clean-cut, in tune with the times. And practically designed to give your label maximum display. Hazel-Atlas Opal Jars lend a touch of smartness to even a modest boudoir. Women know that quality products are packed in these modern, black and white containers. That's why Hazel-Atlas Opal Jars are the fastest selling cosmetic jars in the field. And for you, they can mean more sales, more profitable sales, in a critical, money-spending market. Adopt them!

HAZEL-ATLAS GLASS CO.
WHEELING, W. VA.

SAFE! *Chemically* safe! And by that we mean that Hazel-Atlas Opal Jars are made of chemically inactive material that will not form skin-irritating or other injurious compounds with the contents you pack in them.

AMERICA'S LARGEST MANUFACTURERS OF COSMETIC GLASSWARE

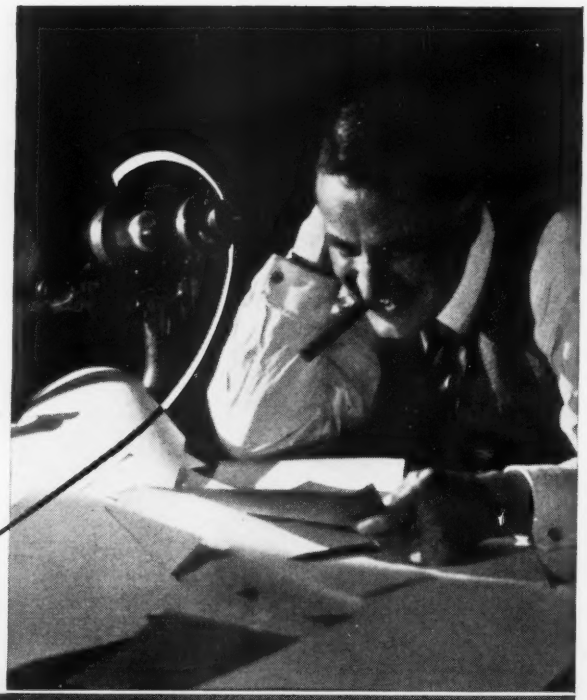
a container problem?

Don't waste time on it.

Don't waste money on it.

Don't grope for the answer.

Just call



OWENS-ILLINOIS

Shown above are several sizes of the Duo-Oval, an unusually attractive, two-purpose stock-mold design. Note that both sides are of different design. The feature with different labelling treatment makes it possible to obtain a variety of distinctive packages.

● **The proper solution, the correct designs, the sound "reason why" analysis will come promptly to your desk, for long association with the marketing of many kinds of glass packed merchandise has given Owens-Illinois a thorough understanding of the buying habits of the millions of people who purchase pharmaceutical and proprietary products. *OnIzed* service includes the design and production of strong, accurate containers, the development of harmonizing label treatments, closure suggestions and corrugated cartons and, to assure prompt delivery, the maintenance of adequate reserves in many stock-mold shapes, styles and sizes. Every angle of your container requirements rests in the same competent hands when you deal with Owens-Illinois. That is why so many manufacturers have decided that *OnIzed* pharmaceutical and proprietary ware is a profitable, business-building investment.**

OWENS-ILLINOIS GLASS COMPANY, TOLEDO, O.

OnIzed
PHARMACEUTICAL AND PROPRIETARY WARE

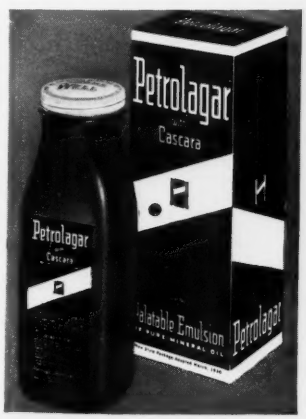
A NEW COTY LIPSTICK, creamy in texture, fresh in color and easy of application comes in five shades, "Extra Light," "Bright," "Light," "Medium," and "Dark." The case is gold-toned metal etched and inlaid with vermillion. A new cake rouge in "Bright," "Light," "Medium," "Dark," and "Invisible" comes in a matching gold-toned case with similar design.

HINDS' cold cream, snow white and perfumed with lilac, is the latest addition to the Hind's line. This two-purpose cream is to be used as a cleanser and also as a night cream, to keep the skin free from roughness, to lubricate it and help to correct lines and wrinkles.

TO MATCH their antique white dusting powder box Houbigant has brought out a metal talc container in the same delicate cream shade with the colorful flower baskets on either side. The powder is a very fine talc and scented with the well-known "Quelque Fleurs" and "Le Parfum Ideal." A new bottle with fluted sides and gold-tone cap has been chosen for their Eau de Cologne which may be had in three odors, "Quelque Fleurs," "Bois Dormant" and "Ideal."

AMERICE Circulation Treatment of Marshall Field & Company is being popularized as "Four Steps to Loveliness," each of the four products being one step. Products are: Cleansing cream, facial masque, tissue cream, skin lotion.

PETROLAGAR have redesigned their package. While the shape of the container remains unchanged, wide white bands have been placed on the carton and label.



Beauty and Durability

IN

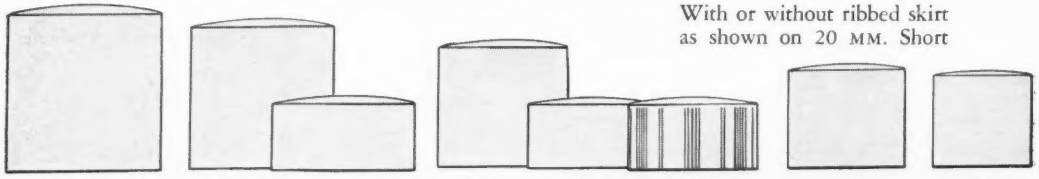
CHASE METAL CLOSURES

DRUG and cosmetic products gain increased selling appeal with Chase Closures. Their brilliant "Jewel-Glo" finishes attract the eye . . . suggest quality within. Made of durable brass, Chase Closures seal tightly and are non-breakable . . . affording perfect protection to the product. Obtainable in colorful enamels, in brass, nickel and chromium tones in the standard sizes shown below. Experienced Chase designers will be glad to offer suggestions for special closures.

Standard Sizes *(all illustrations are drawn actual size)*

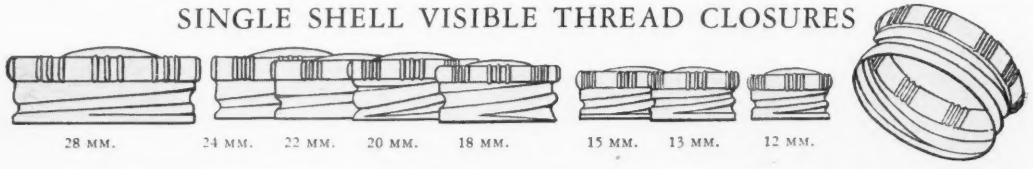
DOUBLE SHELL CONCEALED THREAD CLOSURES

With or without ribbed skirt as shown on 20 MM. Short



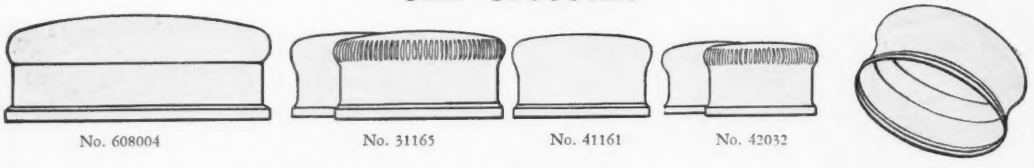
24 MM. LONG | 22 MM. LONG | 22 MM. SHORT | 20 MM. LONG | 20 MM. SHORT | 20 MM. SHORT | 18 MM. LONG | 15 MM. LONG

SINGLE SHELL VISIBLE THREAD CLOSURES



28 MM. | 24 MM. | 22 MM. | 20 MM. | 18 MM. | 15 MM. | 13 MM. | 12 MM.

SLIP CLOSURES



No. 608004 | No. 31165 | No. 41161 | No. 42032

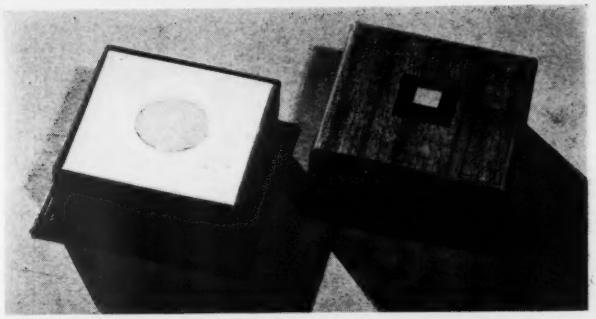
Chase "Jewel-Glo" Slip Closures are offered in a variety of distinctive metal and enamel finishes. Nos. 31165, 41161 and 42032 come with or without knurled top.

Main Office and Factory
Waterbury, Conn.

CHASE BRASS & COPPER CO.
—INCORPORATED—
Container and Closure Division

New York Office
Chase Tower
10 East 40th Street

FACE POWDER in two odors, "Three Passions" and "Coeur de Femme" have been added to the Myon line. The shades are natural and Rachel No. 1 and No. 2. The attractive green wood grained box is decorated with a red, green and black knob. These are distributed by Al. Rosenfeld, Inc., New York.



MARICN LAMBERT, Inc., announces the new, improved "Dew," the crystal pure deodorant and non-perspirant. There are two types, "Instant Dew" for immediate protection and "Ultra Dew" for the more lasting effect.

GABILLA in its "Eau de Cologne" is introducing one of its widely distributed French products to the American public. The "Eau de Cologne" also comes in the odors, Amber and Fougere, and may be had in either of four size bottles.

PARKE-DAVIS has introduced a new cosmetic line consisting of the items shown here. The line is marketed through the retail drug store exclusively and is moderately priced. The packages are an attractive addition to the "families" of the drug and cosmetic industry, being smartly ethical in appearance and easy to read. The color scheme is black, silver-gray and white.

TANABANO Sun Oil an exceedingly smooth sun oil by Prince Matchabelli Perfumery Corp. is very beneficial to the skin as well as permitting of a smooth even tan without the sunburn. It is delicately scented with the "Abano" odor characteristic of the bath oil. The oil is contained in a blue flask shaped bottle with yellow label, with the same color scheme carried out in the outside carton.

PARKE-DAVIS
PARKE-DAVIS
PARKE-DAVIS

A SERVICE FOR BUYERS OF *Collapsible Tubes*

No container surpasses the collapsible tube in safety, convenience and in the matchless beauty of brilliant color combination.

Where your product is a cream, a cosmetic requiring a beautiful, well-designed container that will give individuality and personality to your product, let our design department cooperate with you in developing a striking container.

Our fifty years experience in the manufacture of collapsible tubes is cordially placed at your disposal.

WHITE METAL MFG. CO.
HOBOKEN, NEW JERSEY

COLLAPSIBLE TUBES *and* BOTTLE SPRINKLER TOPS

New York Office:	Chicago Office:	Detroit Office:
F. L. Butz	Charles A. Rindell, Inc.	R. M. Stevenson
393 Seventh Ave.	64 West Randolph St.	506 Donovan Bldg.

NEW items in the **GLASS PRODUCTS LINE**

Package No. 14 for Polish Remover ⅛ oz.

Package No. 13 for Perfume ⅛ oz.

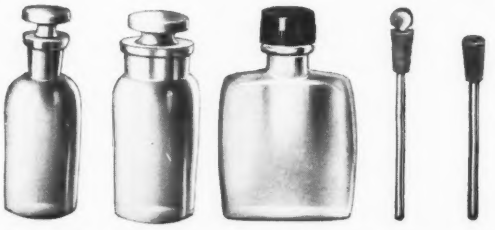
Package No. 11 for Nail Polish ⅛ oz.

Package No. 19 for perfume

Package No. 18 for perfume ¼ oz.

Fine quality, attractive designs and wide variety of sizes are features of our bottles, rods, caps and other products for perfumers. Send for price list.

GLASS PRODUCTS CO.
VINELAND, N. J.



Package No. 60 Mushroom stopper, narrow mouth ½ to 32 oz.

Package No. 70 Mushroom stopper, wide mouth ½ to 32 oz.

Package No. 50 for Inhalants ½ oz

Package No. 15 "Penny Head" Rod

Package No. 16 Plain Rod

ARCO—

for Fine Corks

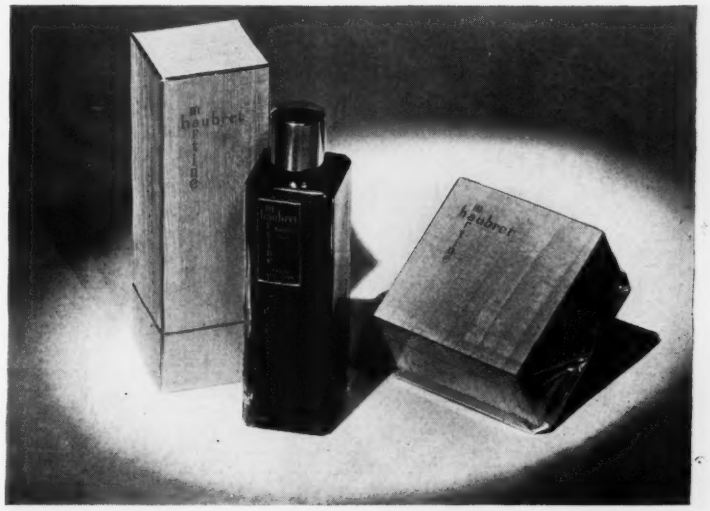
Only selected grades of Spanish and Portuguese corkwood imported directly by ARCO are used in ARCO corks.
ARCO corks are clean, accurately cut, of consistently high quality, and honestly graded.
We will cheerfully send samples and prices.

ARCO CROWN CORK & CAP CO., Inc.
21 SPRUCE ST., NEW YORK
FACTORY 3903-5 SECOND AVE., BROOKLYN, N. Y.

VI-JON Witch Hazel, a product of the Vi-Jon Laboratories, St. Louis, is now packaged in a sure-grip type of bottle which minimizes slipping of the bottle when hands are wet. Poster type label was designed to match the in-curve of the bottle. Photo, courtesy Owens-Illinois Glass Co.

ALLIED DRUG Products Co. of Chattanooga have repackaged their White Mineral Oil in a smart new package using a stock oval design bottle and poster type label.

THE BASIC ingredient of each of the Martine Haubret preparations consisting of "Baume," sachets, soap, cleansing lotion and cleansing oil, finishing cream and powder, is herbs. The line is unique in that there are no creams in the treatment. The bottles, tall with gold-toned caps are fitted into simulated light natural wood finished cartons with copper trimmings.



A GAY RED rectangular box with gold trimmings has replaced the round box used by Bourjois, Inc. for its "Fiancee" face powder. This new package holds half again as much powder as the former round box.

SLEEPY BRAND Salts are attractively packaged in green stock jars of three different sizes. Labels are easily read and have good shelf value.

PACK-URGES*

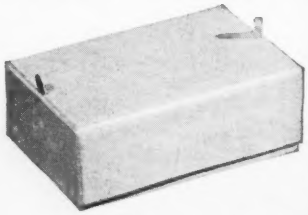
by "Duff" Gordon

"CAPLESS TUBE" PROVEN SUCCESS AFTER A YEAR'S TRIAL!

Just a little over a year ago Pack-Urges featured a "Capless" tube, suggesting it as the ideal container for tooth pastes, creams, and pastes—by virtue of its eliminating for all time the "lost" tube cap problem—or the costly item of leakage on shipments for foreign climes. Much publicity resulted—and a tooth paste that adopted the new closure reported "success" from the outset.—Now—more than a year later—we have tubes which were filled and numbered for later tests—others in use for twelve months—and these samples prove beyond question that the "Capless" tube overcomes many bothersome questions; is economical to manufacture, as it eliminates cap costs; lives up to its guarantee of automatic closure after each time it is used; and gives manufacturers of tooth paste, shaving cream or what have you, an additional advertisable feature for their products. We are predicting a continued success for the "Capless" tube and will send you samples to prove our point. Write us now for costs and proofs of our statements as to its success.

• • •

MAILERS FOR EVERY PURPOSE



The mailing box illustrated here is just one style of the wide range of "Gordon" Mailers, suitable for every type of sampling campaign . . . Some are corrugated lined—others have sealed flaps—all are approved by the United States Postal Service . . . Show us what you want to mail and we'll build a box around it that will deliver your product in perfect condition . . . Prices are moderate . . . Workmanship unexcelled . . . A call will bring you full particulars.

• • •

PERFUME AND POWDER BOXES

Every perfumer knows that boxes for Perfumes, Cosmetics and Toilet Preparations should have a note of individuality *built into the box.* Style trends and interior decorative preferences are but two of the many phases which we keep in mind when making boxes for the cosmetic trade . . . The only set-up box included in the best All American Twelve Packages was handled in detail by us (designed by Mrs. Avery Robinson)—just another example of our ability to interpret your ideas in definite salable boxes. Call us in on your next box purchase . . . We'll serve you right—and save you money.

"Pack-Urges" is issued occasionally in the interests of better packages. If you wish to receive it regularly it will be sent free upon request. Address: ***H. R. M. Gordon*** *—A Complete Packaging Service—**331 Madison Ave.** (Phone Murray Hill 2-0339) New York.*

*Copyright and trade-mark applied for

BOTTLES and JARS

- A full line of bottles and jars always in stock for immediate delivery.
- Available in small or large quantities. Jars: Clear, Opal or Colored, in all standard sizes—any quantity from stock.
- Perfume bottles, standard moulds or special design.
- Lotion bottles—many very attractive designs for your immediate use.
- Bottles and jars with and without caps. Let us quote on any size order for any type of bottle or jar.

HAGERTY BROS. & CO.
10 PLATT ST., NEW YORK CITY

GUTMANN'S C.T. SCREW CAPS AND "FILMA-SEAL"

(the double seal of cap and film)

Prevents Leakage and Evaporation
Is a GUARD against COUNTERFEITING

Cap may be printed with a warning to purchaser not to accept if inner seal is broken or tampered with.

Used on many Nationally known advertised products

FERDINAND GUTMANN & CO.
BROOKLYN, N. Y.
Established 1890
U. S. Patent & Pats. Pending—Trade Marks Reg.

SUNPROOF CREAM, Helena Rubinstein's presentation to the care of the skin in Summer is a delightful double-purpose cream, protecting the skin from the ageing actinic sun rays as well as soothing and healing if you do get sunburned. It is purported to prevent blistering, sunburning, peeling and every summer discomfort. The container is a novel decorative bottle with gold-toned cap and labels.

SPOTZ—a new cleaner and spot remover— is attractively packaged in a smart rectangular bottle which happens to be a stock design. The metallic label graphically portrays the name. Photo, courtesy Owens-Illinois Glass Co.

TOP-FLITE Shaving Cream and Powder packages are designs of the famous Anton Bruehl who infrequently enters the field of package design. Background of the containers is black, with silver bands at top and bottom, and bright green trimmings.

OGILVIE SISTERS' "Home Hair Treatment Kit" contains a bottle of their Hair Tonic,—either tonic for oily hair, dry hair or Special Remedy and a jar of scalp pomade. The tonic keeps the scalp antiseptically clean between shampoos and the pomade lubricates the roots and also softens the dry, brittle ends. These two preparations, especially essential for use in Summer are packaged in a gay red box forming a very convenient and compact kit.

DEODORANT APPLICATORS

These attractive and practical applicators may be obtained with or without bottles to suit your particular requirements. Made by a special process, the rubber sponge dauber will not ride up the rod or pull off the end. The rod itself will not pull out of the cap.

In addition to deodorants, these applicators may be used to apply liquid depilatories, cuticle removers, "athlete's foot" remedies, liquid adhesives and shoe dressings and a variety of other liquid preparations.

We have had over 10 years experience in devising various types of applicators and closures and will be glad to apply this knowledge in solving your specific problems.

Send us the bottle you are using—or would like to use—and let us equip it with an applicator to fit. No obligation.

A. C. JAMES & CO., Inc.
99 HUDSON STREET NEW YORK, N.Y.

NATIONAL
COLLAPSIBLE TUBES

The
Royal Decree
is NOVELTY

NEW packages invariably stimulate sales. Turning to tubes has smoothed out many a sales slump . . . replaced red ink with black. We design tubes to do more than *contain* products . . . to help *sell* them.

We will gladly submit tubedesigns personalized to suit your product. Send for catalog.

NATIONAL COLLAPSIBLE TUBE CO.
PROVIDENCE, R. I.
New York Office: 331 Madison Ave., Phone Murray Hill 2-0339
Pacific Coast Office: 6370 Franklin Ave., Hollywood, California

RIEGELINE

FOR

TRANSPARENCY
WITHOUT EXPENSE

Riegeline is a newly developed product, combining the economy of ordinary glassine with the transparency of more expensive wraps. It twists well, works rapidly on any wrapping machine, and will not expand in wet weather or shrink to the splitting stage in dry weather.

LIBERAL SAMPLES AND PRICES PROMPTLY FURNISHED

RIEGEL PAPER CORP.
342 Madison Avenue · New York

Colored Jars *and* Bottles..

We color standard opal and flint glass containers for the cosmetic manufacturer. Over 1000 shades and finishes to choose from. Small or large orders filled promptly

DURA-COLORS, INC. 1814 E. 40TH STREET, CLEVELAND, OHIO

Write for samples and prices

LABELS

ENGRAVED AND EMBOSSED
Faithful Service Since 1881
JOHN HORN
837 Tenth Ave. New York

Industry's Books

Phytochemistry, by Edward Kremers, 61 pages, published by the University of Wisconsin, Madison, Wis.

This is the third of this series representing the results of the work of Dr. Kremers and his colaborers. This bulletin deals with the Methane Series of Hydrocarbons. This monograph is offered with the hope that it may prove helpful in the further development of the study of these hydrocarbons as found in plants and plant materials.

America's Capacity to Produce, by Edwin G. Nourse & Associates, 608 pages, published by The Brookings Institution, Washington, D. C., $3.50 net.

The first in a series of four studies dealing with the distribution of wealth and income in relation to economic progress. This work raises and answers this question: Did actual production even in our most prosperous years utilize our full productive capacity, and if not, how much latent capacity was there which might have been drawn upon for the satisfaction of people's wants through some better handling of our economic affairs.

The Merck Manual, Sixth Edition, 1379 pages, Compiled and published by Merck & Co., Inc., Rahway, N. J., $2.00 net.

This edition, the sixth and outstanding edition of a well known and favorably accepted publication, not only has been enlarged and thoroughly revised, but contains many interesting new features. In the therapeutic portion of the more than thirteen hundred pages, two hundred and fifty-seven pathological conditions are presented alphabetically, with reference to etiology, diagnosis and therapy. Over two thousand prescription formulas chiefly covering official constituents with metric system equivalents, are provided. These are arranged in numerical sequence with reference to the use of each in the therapy. The discussion on therapy is an interesting departure in a book of this type and is a favorable contrast to the stereotyped presentations frequently encountered in more extensive treatises. There is the constant reminder that the patient as well as the disease is being treated, and that general regimen, diet and psychotherapy are not merely accessories, but frequently fundamentals in practical therapy. In line with contemporary medical progress, there have been included, many important subjects such as the reclassification of Anemia, the therapy of Myasthenia Gravis, the elucidating differential diagnosis of Uremia, Dyspnea, and others, contained in the various tables. The chapters on Pneumonia, Pain, Diabetes, Nephritis, Shock and Collapse, are particularly outstanding.

Chemistry of Petroleum Derivatives, by Carleton Ellis, 1285 pages, published by Chemical Catalog Co., Inc., New York, $18.00 net.

A comprehensive review of the chemical derivatives of petroleum, which mentions the conclusions of a vast number of investigators, with a statement of their findings and conclusions. The chapters on the aromatic hydrocarbons, ethyl alcohol, isopropyl alcohol, as well as many of the newer fats and waxes are particularly interesting. A thoroughly workmanlike review of a field which many believe will ultimately provide the basis of a new organic chemical industry.

Our Master's Voice, by James Rorty, 394 pages, published by the John Day Co., New York. $3.00 net.

A clever and interesting attack upon advertising by an advertising man. Generally speaking it falls into the class of "Your Money's Worth," "Degradation of Science," et al. To this iconoclast, advertising has no virtues at all and is simply discussed as propaganda,—and viscious propaganda at that. The business and the technique of advertising represent a gigantic racket to Mr. Rorty and he does his best to expose it. The progressive drug and cosmetic manufacturer would do well to familiarize himself with the contents of this book no matter how violently he disagrees with them.

New Medicines

(*Continued from page 31*)

soms, anise, licorice root and alder bark. Wive. Fromm, Berlin.

Gastrodenin, specially recommended for the treatment of Ulcus Duodeni and Ulcus Ventriculi, is a dark, opalescent liquid compounded from decoctions, infusions and extracts of Taraxacum off., Achillea millefol., Salvia off., Sanicula europaea, Arnica mont., Cardamom., Artemisia Absinthium, Humulus Lupulus, Erythraea centaurium. Hch. Reckeweg, Herford.

Dr. Janssens Reducing Tea. According to Griebel and Weiss, this is a mixture of senna and birch leaves and senna pods, comminuted together. Dr. Janssen, Charlottenburg.

Josicol, a preparation for treating arterial calcification and scleroses of all kinds, goiters, gout and rheumatism, contains "2 g. kal. iodat. in a 3% colloidal silicic acid solution protected against jelling by an inorganic serum-protective colloid." Dose: Five drops 3 times daily in a tablespoonful of water. Fabrik chem.-pharm. Prap., Apotheker Paul Bolder, Koln a. Rh.

Jubasan, "a natural, concentrated, alkaline, mineral-rich nutrient," is a mixture of milk sugar and lactates and tartrates (calcium, potassium and sodium). The mineral content is only 4.3%. Arthur Schlegel, Berndorf O.-L.

Jubasol I, a purgative, is paraffin oil flavored with peppermint oil. Same manufacturer.

Hair-Regenerator Lu Schmoeckel. According to Griebel and Weiss the preparation is a colorless, perfumed liquid containing a yellow sediment which consists of sulfur and a basic bismuth salt. The supernatant liquid leaves 13% residue (apparently only glycerine) on evaporation. H. W. Schmoeckel, Berlin.

Habormenth, a cold salve, consists of boric acid, menthol, paraffin, lanolin and aromatics. The preparation is sold both with and without additions of suprarenin and novocaine. Laboratoriums Dr. Lindner, Karlsruhe.

Phenochan Tablets. Each tablet contains 0.50 g. calcium-phenylcinchona 20 tablets to the package. Pharam., G.m.b.H., Aussig.

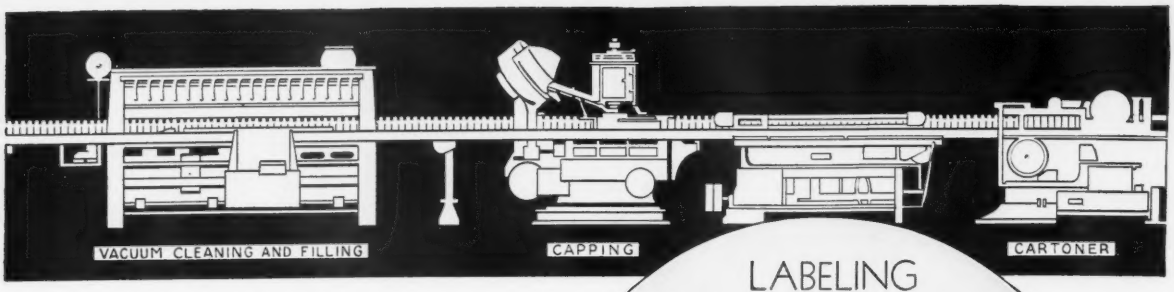
Hagetussin, for ailments of the respiratory organs, contains Extr. Drosearae, Extr. Thymi, Extr. Primulae, Extr. Castan. vesc. and Kal. Sulfoguaiocolic. in sugar joice. Hageda A. G., Berlin W21.

Dermagen, for eczema, furunculosis, etc., is a mixture of sulfur, zinc, sulfates, salicylates and earths. Chem.-techn. Gesellchaft G.m.b.H., Munchen-Pasing.

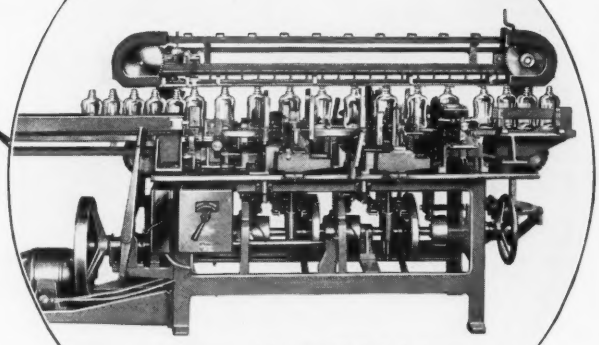
Health Herb, for diabetes, contains 3 parts crushed juniper berry and crushed fennel, 2 parts chipped coriander, 5 parts cut coltsfoot leaves, 7 parts cut bearberry leaves and 10 parts chipped flaxseed. Heilkrauter-Versands, Geslar.

Healing Salve No. 1 is recommended as a cosmetic

(*Continued on page 67*)



LABELING



THE McDONALD LABELER

For

SPEED AND FLEXIBILITY

in Labeling

McDonald Labelers offer the maximum of speed, flexibility and dependability in labeling. Due to their exclusive, direct principle of application, the labels are always *accurately* registered and *cleanly* applied. McDonald machines apply front and back labels, spot labels, double end labels or seals on bottles, jars, cans, cartons, boxes or packages at rated speeds ranging from 40 to 120 per minute. They will handle a greater variety of sizes at a wider range of speeds than any other labeling method.

Send us details of your labeling problem and we will gladly send you complete information on the McDonald best suited to your needs. Write today.

NRA WE DO OUR PART

PNEUMATIC SCALE • BOTTLING MACHINERY

PNEUMATIC SCALE CORPORATION, LTD., 70 NEWPORT AVENUE, QUINCY, MASS. (NORFOLK DOWNS STATION)

Branch Offices in New York, 117 Liberty Street; Chicago, 360 North Michigan Avenue; San Francisco, 320 Market Street; Melbourne, Victoria; Sydney, N. S. W. and Trafalgar House, No. 12 Whitehall; London, England

Save time and money in packing

Evening in Paris cosmetic set, with ten-ply KIMPAK *wrapped in tissue and placed at top of package to prevent movement and breakage.*

Illustration shows bottle of Sanford Writing Fluid ready to be wrapped in KIMPAK *and placed in carton for mail shipment.*

Showing use of KIMPAK *to protect sample bottle of Aqua Velva demonstrating the mailing strength of a National Metal Edge Box.*

KIMPAK *protects mail samples against breakage. Illustration shows sample bottle of Pepsodent Antiseptic which was wrapped in* KIMPAK *and placed in package for mailing.*

Use KIMPAK *Crepe Wadding. Makes your product look better —gives greater protection against breakage*

IT IS the new idea in protective packing materials! Doing away with sawdust, linters and low-grade packing materials — yet with surprising economies.

Many hundreds of products are now protected with KIMPAK, in addition to liquids and fragile articles; cosmetics, vanities, wood and metal products with fine finishes that deserve KIMPAK'S super care in transit. KIMPAK plays a part in the success of low cost merchandise, too.

KIMPAK is especially valuable for packing liquids because it absorbs 16 times its weight in moisture and conforms to Postal regulations. It is amazingly low in cost and because of its bulk and lightness gives greater protection. Customers are doubly pleased with its clean, soft appearance.

It comes in rolls, sheets or pads, in various thicknesses — plain or backed with Kraft (smooth, creped or waxed), jute liner, or tissue, according to your requirements. Mail coupon for more details.

DCI-7

KIMBERLY-CLARK CORP., Manufacturers, Neenah, Wis.
Address nearest sales offices at
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Send samples and prices.

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NRA

Kimpak

REG. U.S. PAT. OFF. & FOREIGN COUNTRIES

CREPE WADDING

Special laboratory division devoted to tablet compressing and coating problems

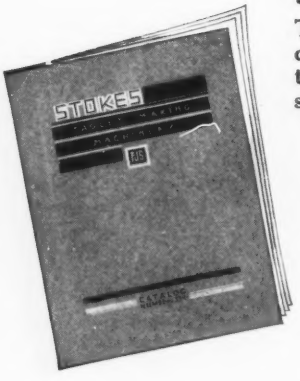
NEW MACHINES

AND AN

EXPANDED LABORATORY SERVICE

During the past three years we have not only modernized our complete line of Tablet Machines and auxiliary equipment, but we have expanded our laboratory advisory service on the preparation of materials and formulas, selection of equipment, plant layout, and the proper manufacturing technique to use to get the desired results.

A laboratory staff which includes an expert tablet maker and coater, as well as chemical and mechanical engineers, is available to advise you on your tablet making and other pharmaceutical equipment problems.



Typical problems solved for our customers include the preparation of effervescing tablets, special coating problems including enteric coating, combining operations to simplify granulating procedure, developing formulas for compressing without the use of binding solutions, granulation of incompatible ingredients, etc.

Our new catalog 33-T describes this expanded laboratory service fully, as well as our new and improved machines.

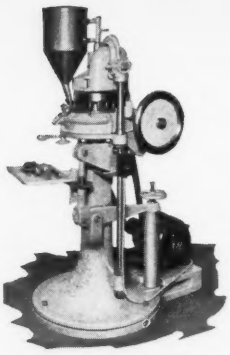
ASK FOR YOUR COPY

FJS STOKES MACHINE COMPANY

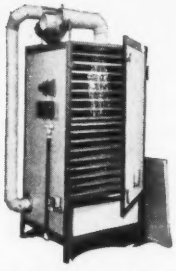
Pharmaceutical Equipment Manufacturers Since 1895

5932 Tabor Road *Olney, P. O.* **Philadelphia, Pa.**

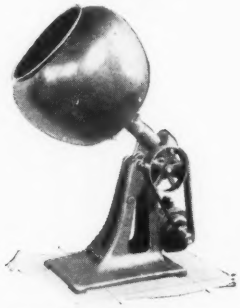
FJS



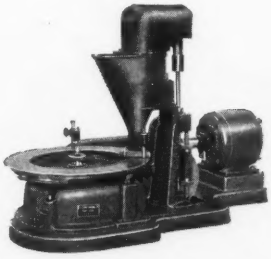
New STOKES "RB-2" Rotary Tablet Machine



New STOKES Hot Air Drying Closet—No. 38. (Electrically heated with automatic temperature control)



New STOKES Coating Pan, with 1-A Stand



New STOKES Capsule Filler 46-D

New STOKES One Gallon Laboratory Water Still, No 171

PRODUCTION FORUM

By Francis Chilson
Production Engineer

This department invites inquiries from manufacturers seeking equipment for producing or packaging drug and cosmetic products. No charge is made for this service.

Slippery Durez

We coined this name to describe a new type of linen board impregnated with a Durez compound which got us very neatly out of a tough spot. The stuff is not only slippery but is as smooth as polished glass. We had to transfer wrapped packages from a wrapping machine to a transversal conveyor. The distance was considerable—too great to enable us to use ordinary metal transfer plates—and there was no way of shortening the distance the packages had to be pushed. We had to get hold of something to reduce friction to the very minimum because of the danger of disturbing the folds of the wrappers upon which the glue was not yet set when they reached the transfer plate. We hit upon linen Durez and the stuff worked like a charm; the packages scooted across it like a brick on an ice pond. The material is tough, flexible and virtually impervious to wear. It will actually outwear brass because of the little opportunity for friction it affords, and it is used in the electrical industry for this very reason in addition to its insulating qualities. Its flexibility was a boon to use because the transfer plate adjusts itself to inequalities, belt lacing for instance, in the transversal conveyor. It rides over the belt lacing without disturbing the movement of the packages traveling on it.

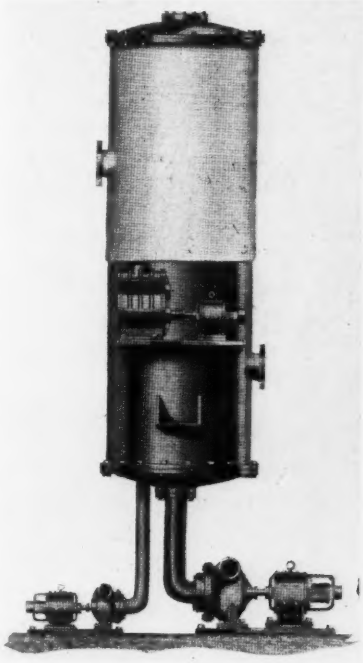
Tough Packaging

If you want to see a really tough automatic packaging job buy a bottle of Lea & Perrin Sauce. It comes in a tall cylindrical bottle with a long neck, sealed with a glass plug and a cork collar. The bottle is wrapped in glassine, the wrapper being folded over the stopper and across the bottom, and it is glued on top, on the bottom and along the sides, besides being tied with a piece of tape around the neck. Study the package. It embodies almost all the faults we once described in an article on the pitfalls of package design. Changing the package was not even considered. When a century of prestige is behind a package a manufacturer of condiments is not likely to change it readily. Our job was to devise an automatic set up including casing. With the help of Pneumatic Scale Corporation which turned out a perfectly swell automatic labeler for us and F. B. Reddington Co. which built the most ingenious wrapping machines we've seen, we managed to turn the trick. A description of the layout will probably interest you because its uniqueness lies in the fact that it is a Y type. The casing tables, automatic gluer and sealer form the stem of the Y, while the labelers, wrappers and conveyor work tables form the arms. This arrangement was decided upon because the automatic casing unit is capable of absorbing the total output of two sets of wrappers and labelers, and also because of the fact that unwrapped bottles are delivered from the floor above in the center between the branches of the Y. Conveyor work tables were built by Karl Kieffer and like all the equipment turned out by this company they are extremely well built and finished. It is one thing to build a serviceable conveyor; it is another to build them so that they look like furniture. These possess both qualifications. Luck was with us on this job. Labelers, wrappers, and all other equipment worked as smoothly as though the package was the best production package ever turned out instead of being about the worst.

New Cooling Unit

Here's a refrigerating unit which is unusual in that it has no moving parts except two small pumps; can be operated on waste steam; and uses no refrigerant other than the water itself.

The Elliott Steam Operated Cooler, a new development of the Elliott Company, Pittsburgh Pennsylvania, produces cooled water by means of flash or instantaneous evaporation under vacuum. This steam



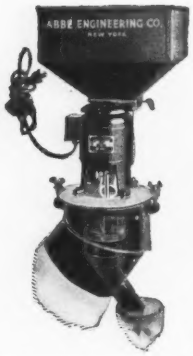
NEW COOLER

cooler is fully contained within a single tank, compact in size, being two feet in diameter and approximately six feet in height.

Within the tank is a low pressure evaporating compartment, a compressor of the steam jet type and a condenser. The exterior of the tank has one pump for removing and circulating the cooled water

MODERN MACHINES *for* MODERN COSMETICS

Milling, mixing, sifting, grinding, vacuum equipment, pumps for Face Powders, Lotions, Creams



This compact, fast, inexpensive Blutergess Midget Turbine Sifter will sift your powder to 300 mesh at a rate of 30 pounds per hour and up. Lowest operating and maintenance cost of any powder sifter on the market. Excellent for laboratory use and for smaller manufacturers. Priced low enough to enable you to use one for each shade—thus saving cleaning.

Through the use of an Abbe Pebble Mill, your face powder is assured a smooth and luxurious texture and a perfect blending of color. The pebble mill is unsurpassed for drug milling, too.

For mixing lotions, creams or making perfect emulsions with or without vacuum, the Abbe Lenart Mixer is unsurpassed. In sizes from 1 to 1000 gallons with or without steam jacket. Made in practically all metals.

ABBE ENGINEERING CO.

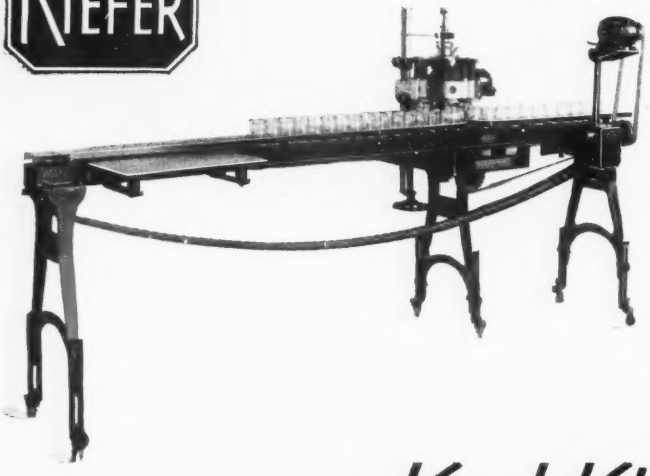
COrtlandt 7-1115

56 CHURCH ST., NEW YORK

KARL KIEFER

How to Clean Glass Containers

Thoroughly --- Quickly --- At Lowest Cost



An interesting catalog just off the press gives you some valuable information on this subject and brings you the most modern equipment for this purpose.

In this catalog are the latest and most efficient machines for cleaning bottles and jars by water, steam, air. For instance, the Kiefer Air-Line Jar Cleaner, shown here, is being used in a number of plants at a large saving of labor and with excellent results. It cleans jars by means of compressed air and does a thoroughly satisfactory job.

Write for this catalog at once and let us help you with any problems you may have.

THE *Karl Kiefer* MACHINE CO. CINCINNATI

P. Jorgensen
311 California St.,
San Francisco, Cal.

T. C. Kelly
222 W. Adams St.,
Chicago, Ill.

M. C. Finn
10 High St.,
Boston, Mass.

A. J. Sterling
225 Broadway, Room 1209
New York, N. Y.

and another pump whose function is to remove the condensing water from the condensing compartment. An auxiliary motor driven vacuum pump is mounted on the side of the unit for the purpose of maintaining a moderately reduced pressure in the condensing compartment.

The entire cooling unit can be installed in a space less than three feet square and eight feet high. Water being the refrigerant, no expensive or dangerous refrigerant is required, as cooling is accomplished by direct partial evaporation of the water. Top half of the unit is insulated to avoid absorption loss of heat by the chilled water.

Low pressure steam, at any available pressure above atmospheric pressure, is admitted to the tank through an opening at the top. Water, to be cooled, is continuously admitted through the upper opening at the side of the tank, into the low pressure compartment, where the pressure is maintained at three-tenths of an inch of mercury. The entering water adjusts itself to the corresponding temperature of 45 degrees, which is the boiling point at that pressure. This change in water temperature is the result of evaporation under vacuum. Vacuum is created in this equipment by a steam jet ejector or "booster," through which steam issues from nozzles at velocities of 3,500 to 4,500 feet a second; draws in vapors from the water entering the vacuum tank, by aspiration, and ejects the mixture into a condenser. The motor driven vacuum pump is connected to the condensing compartment for the purpose of removing the condensate and maintaining a moderately reduced pressure, and to reduce the duty imposed upon the steam jet compressor. After the water has been cooled, it is withdrawn from this compartment by a pump and circulated to air coolers of unit type or central type, radiators, etc., for cooling of rooms, halls, auditoriums, etc., also to drinking fountains, drinking water service spigots.

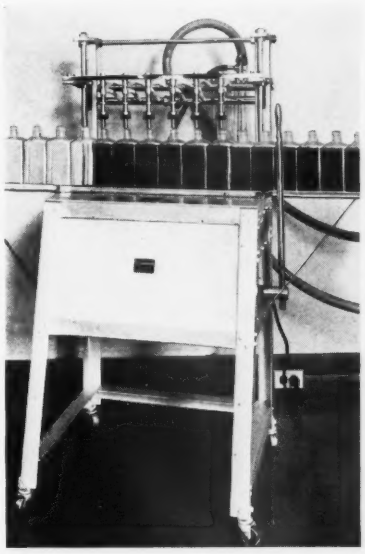
For supplying cooled water for air coolers or air conditioning cabinets and cooled drinking water the ordinary steam heating system will furnish sufficient steam for the operation of the Elliott Steam Operated Cooler. This same unit can be arranged to automatically deliver warm water in the winter time for heating purposes.

The popularity of vacuum refrigeration is due primarily to the advantage of direct evaporation without a chemical; on simplicity of design and operation; and low upkeep cost, due to the absence of moving parts, except for two small pumps. Operating cost will compare favorably with other methods.

Elliott Steam Operated Coolers are built in units of three different sizes, the largest of which is rated at 15 tons refrigeration capacity, each unit being designed to operate over a wide range of its capacity. Large commercial units for any capacity are available in less compact arrangement which requires more floor space.

Ertel's New Filler

The Ertel Engineering Corporation has just put on the market a semi-automatic bottle filler which can be had with either six or eight spouts. It is speedy, filling light liquids at the rate of sixty pints a



minute, the bottles filling rapidly and uniformly.

As shown in the above illustration, the empty bottles are placed on the tray at the left of the filling section, are pushed by hand under the nozzles, and, when filled, are pushed from under the nozzles onto the tray at the right.

The machine has a fully automatic overflow return to the filling reservoir and maintains its vacuum at all times, which permits filling any number of bottles from one to six.

Cleaning Glass

We've just received a catalogue from the Karl Kiefer Co., Cincinnati, on the subject of bottle cleaning equipment. This is really more than a catalogue because it contains a very informative discussion of the various methods of bottle cleaning and the characteristics of different types of bottles to be cleaned. Kiefer shows when air cleaning is indicated, when rinsing is necessary, when sterilization is indicated. You should get hold of a copy of this catalogue now even though at present you may not be in the market for cleaning equipment. The job from a production standpoint is extremely well done. It's filing cabinet size and that's an asset.

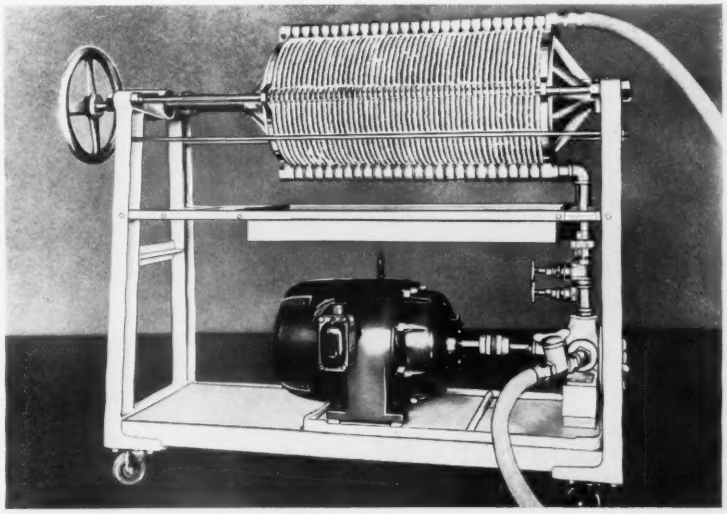
Alsop Introduces

A new series of disc filters has been perfected by the Alsop Engineering Corp., 39 West 60th St., New York, N. Y.

From 4 to 100 discs are accommodated by these new models, depending upon the quantity and type of liquid to be polished and the speed desired.

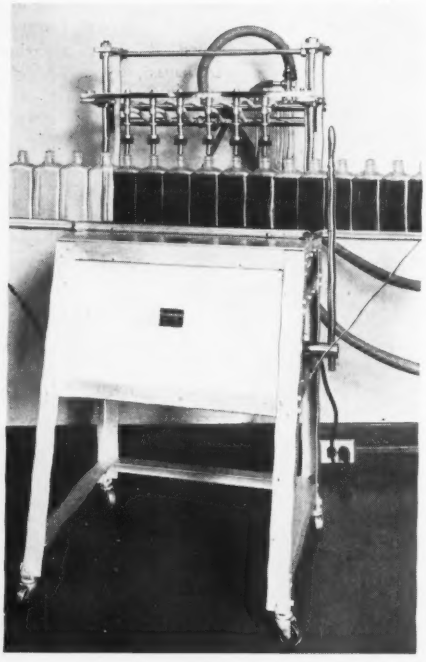
The filter is built on ball bearing rubber tired wheels making it easily portable from place to place in the plant. The machine may be had in aluminum or in silver plated bronze. All wearing parts are of stainless steel. The sturdy end supports are cast in one piece; there are no crevices for dirt to collect.

A fully enclosed explosion-proof motor, with a built-in gear reduction, is provided. The pump unit has a double valve control which enables it to be used for plain pumping or for the filtering work. An automatic pressure control on the pump eliminates any necessity for constantly watching the filter while it is operating. Excess pressure is released automatically insuring against any damage to the motor or other parts. A protecting strainer on the intake side of the pump is an additional safety device keeping out all foreign particles.



ERTEL

New 6 or 8 Spout Semi-Automatic Vacuum Bottle Filler



At last there is available a dependable, low priced, semi-automatic bottle filler. The new Ertel machine is compact, simple in construction, economical to operate and speedy.

Readily adjustable for different size containers. Fills accurately and uniformly---50 pints a minute on light liquids---overflow automatically returns to reservoir. Will not fill imperfect containers.

Requires a minimum amount of floor space---mounted on casters for moving from one place to another.

Ertel Engineering Corp.

105 E. 16th Street New York, N. Y.

NEW IMPROVED

Clipless Tube Closer

Lowest priced and most efficient compact unit on the market today

Price on Request

No. 5A—Clipless Closer

Write for catalog describing our economical line of hand and motor driven tube or jar filling and tube closing equipment.

We also manufacture hand operated and motor driven Powder Filling Machines, Glass-Lined Tanks, Conveyors, Pony Mixers & Ointment Mills, Rotary and Centrifugal Pumps (Iron or Bronze).

Rodgers Portable Vacuum Bottle Filler

OUR NEW LINE for speedy, efficient liquid handling—

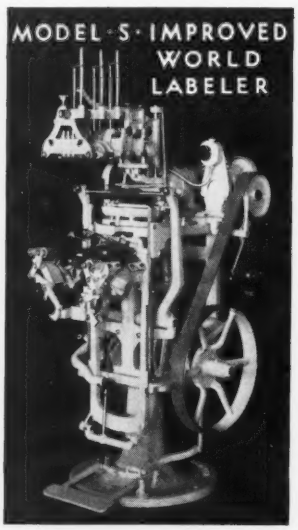
Portable Vacuum Bottle Fillers, Siphon Bottle Fillers, Filters, Portable Electric Mixers, Glass-Lined Tanks, Conveyor Tables, etc.

Write for Catalog

GEORGE G. RODGERS CO.

183 VARICK STREET NEW YORK CITY

WAlker 5-6892 Established 1890



The most flexible labeling machine. Easily equipped for labeling any size bottle or jar. Many exclusive mechanical features, developed by manufacturing experience of more than 35 years.

Economic Machinery Company

WORCESTER, MASS.

Makers of Complete line of automatic and semi-automatic labelers.

Labeling

We had an interesting letter from A. H. Shaw of the Pneumatic Scale Corporation in regard to machine labeling. Mr. Shaw mentioned the extraordinary difficulties into which manufacturers get themselves when they change from hand or semi-automatic labeling to fully automatic labeling. An immense amount of material has been published in this paper on that subject but notwithstanding manufacturers overlook a few simple rules in designing bottles and labels for machine labeling. And then they beef because they can get neither satisfactory production nor neat labeling out of their automatics. No manufacturer is forced to use automatic labeling machines, but if he is obliged to for economic or production reasons, you'd think he'd spend a half hour going over the points which ought to be provided for in design of the container and the labels. If the experience of equipment builders is any guide the fact is that the trade still doesn't know anything about machine labeling. And sometimes we think it doesn't give a damn.

Copper

We had a chat recently with our good friends, Dr. Seil of Seil, Putt and Rusby and Dr. Merrell, chief chemist of United Drug regarding the deleterious effect which copper has on many alkaloids. In some cases this metal exercises a catalytic effect which is harmful to the drug. It begins to look as though copper in processing equipment is done for in this trade. If any of you have any specific data on this subject we'd like to hear from you.

Ross Introduces

Charles Ross and Son Co., 83 Emerson Place, Brooklyn, N. Y., has introduced something new into the colloid mill-homogenizer field in the shape of what is called an epicycloidal mill. This machine is used for making emulsions such as mineral and cod liver oils; it is used for suspensions such as milk of magnesia; in short it is used for the various products to which homogenizers and colloid mills apply. It differs in construction from both in that it utilizes the hydraulic shear principle of the colloid mill and the positive pressure system of the homogenizer. The shearing element consists of two opposed rotors which turn at very high speed, and the materials are fed, as in the case of homogenizers, under pressure. The machine had its tryout in the lacquer industry where it is said to have done some pretty fine work. Mort Ross called us up and asked us to pop in and see a couple that were being tested for shipment. On the way we got a ticket from a big Irish cop in the very street on which the plant is located. Mort swears he didn't frame us. But it looks doggone suspicious. Anyway the machines looked very businesslike.

Aridity

Activated alumina is being used very extensively in dehumidifying apparatus because of its extraordinary ability to absorb moisture from the air. It is used also in decolorization work in conjunction with decolorizing carbon and with fullers earth. It's a very interesting chemical and one with many possible production applications.

Heating Units

Harold E. Trent Co., Philadelphia, is the manufacturer of a number of interesting electric heating units, which are obtainable in stock and special forms. If you require an electrically heated shovel to scoop lanolin out of barrels, Trent will make one for you. If you want to maintain the heat in a pipe between a cream mixing kettle and the filling machine, Trent will make the unit, thermostatic controls and all. If you need an electrically heated spatula, scraper or testing oven, Trent will make those two. Thermostatically controlled gelatin cookers, drying ovens are among a number of heating devices made by this outfit.

My Mistake

Last month we published a note on a small hand labeler and we mispelled the manufacturer's name and gave the wrong address. It must have been the heat. The labeler is made by J. J. Aylward, 139 Charles Street, New York City. We checked our correspondence to make sure we're right this time.

Rodgers Improved Clipless Closer

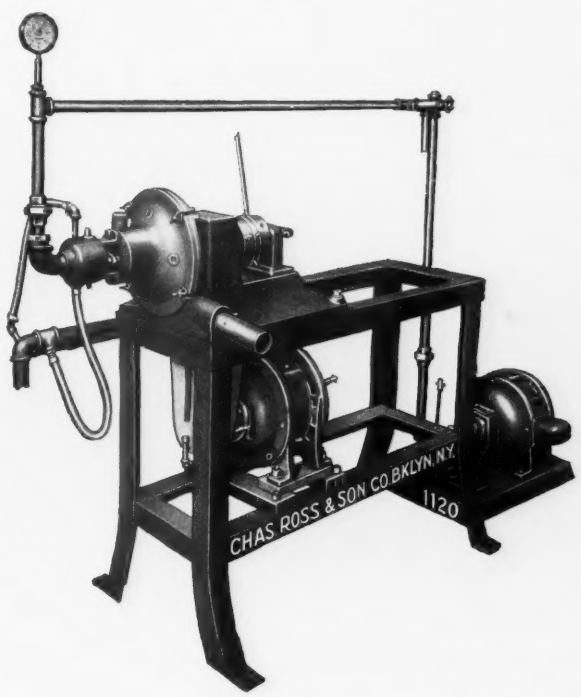
Fred Stein of the George G. Rodgers Co. announces that they have made several important improvements on their clipless closer. The body of the machine has been made much heavier and the closing operation has been simplified and perfected in such a manner that it necessitates only one operation on the machine and makes a perfect clipless crimp closure without cutting the tube. The new machine is on display at the company's New York warehouse at 183 Varick st.

M. Knab

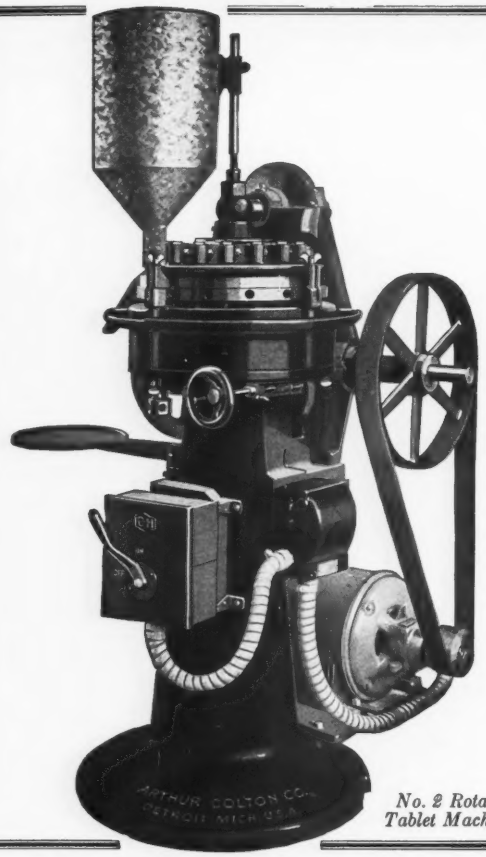
When any of you want a machine built around an idea; when you want a new and special accessory built for a standard machine, get hold of M. Knab, 421 Canal Street, New York. Given an idea Mr. Knab can make a machine that will work. He made some of the trickiest devices that you've seen at the World's Fair. Go up and see him some time.

Stoneware Valves

The United States Stoneware Company of Akron, Ohio, have received a manufacturing and selling license from the Hills-McCanna Company, to manufacture the Saunders Patent Diaphragm Valves with Chemical Stoneware bodies.



ROSS COLLOID MILL



No. 2 Rotary Tablet Machine

New and Improved!

We have no yearly models—but improvements and refinements are being constantly added to Colton machines.

There are over five hundred Colton Rotaries in use.

Superior design, sturdy construction and ease in operation have made this possible.

The No. 2 Rotary Tablet Machine has such desirable features as *positive pressure*, eliminating varying thicknesses of tablets; *hardened steel gear drive*, eliminating frequent replacement of worms used on other makes, and *sliding upper punch holders*, to hold the punches rigidly, enabling the manufacture of special shaped tablets most satisfactorily.

Write for Catalogs.

ARTHUR COLTON COMPANY

2620 East Jefferson Ave.

Detroit, Michigan

IMPROVE EMULSIONS and SUSPENSIONS

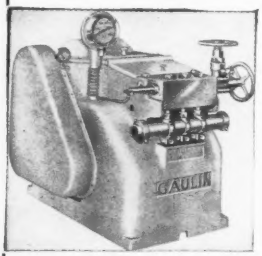
with the

Manton-Gaulin TWO-STAGE Homogenizer

EMULSIONS: Cod liver oil, castor oil, hand lotions, liquid creams, emulsified tonics and medicines. Homogenizing improves and stabilizes emulsions of all types.

SUSPENSIONS: Milk of magnesia, liquid face powder, colloidal sulfur, lotions and medicines. Homogenizing secures better dispersion and improves suspension of solids.

SOLUTIONS: Cough medicines, proprietaries, mouth washes, lotions. Homogenizing secures better distribution and solution of medicaments and perfumes.

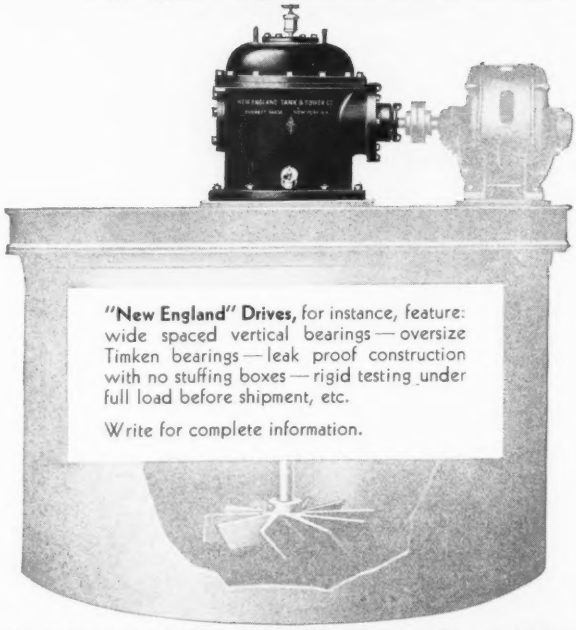


The Manton-Gaulin Homogenizer is more effective and less expensive than a colloid mill. Sizes are available from twelve to several hundred gallons per hour.

The Manton-Gaulin Manufacturing Co., Inc.

ST. JOHNSBURY, VERMONT

"NEW ENGLAND" AGITATORS . . . each part engineered to do its job!



"New England" Drives, for instance, feature: wide spaced vertical bearings — oversize Timken bearings — leak proof construction with no stuffing boxes — rigid testing under full load before shipment, etc.

Write for complete information.

NEW ENGLAND TANK AND TOWER COMPANY

EVERETT, MASS. 50 CHURCH ST., NEW YORK

AGITATING EQUIPMENT SPECIALISTS

New Medicines

(*Continued from page 57*)

product for treating skin eruptions, open sores, hemorrhoids, etc. It consists of white and yellow vaselines, sulfur, zinc oxide and boric acid. Chem.-kosmetischen Laboratoriums "Klossin," Mearinburg and Danzig.

Kamillosan-cones, concentrated camomile liquid and 01. cacao, in packages of 20, weighing 1.20 g. or 2.20 g. Chem.-pharm. A. G., Bad Hamburg.

Naifsa-Ovila consist of 0.01 g. octylhydrocupreicin, 0.11 g. acid tartaric., sacch. lact., Amyl. Maidis, 0.10 g. sodium bicarbonate, 0.002 g. saponine, packages of 20. Fa. Verein, Chinin-Fabriken, Zimmer & Co., Frankfurt.

Heimfried-Asthma-Dragees contain calcium and bromine compounds, ephetonine and silicic acid-containing drug extract. Dose: 1 to 2 daily; before a threatened attack take 2 to 3 at one time. Heimfried Laboratoriums der Schloss-Apotheke in Hannover.

Heimfried-Digestive-Dragees, for purging, blood purification and reducing, contain "Extr. Rhei comp., Extr. Cascarae, Sapo Comp." Dose: 1 to 2, evenings. Same manufacturer.

Halabon Capsules, each containing 0.85 g. of a yellowish crystalline powder, apparently the fusion product of a mixture of diethylbarbituric acid, phenylmethylpyrazolone, and dimethylaminophenyldimethylpyrazolone.

Cardiazol-Quinine-Suppositories. Each contains 0.10 g. cardiazol, 0.25 g. quin. valerian. and 01. Caccao. Five to a package. Knoll A. G., Ludwigshafen.

Hemostra "Roche," for the treatment of pernicious and secondary anemia, is a germfree solution of the amino-acids tryptophane and histidine. The product is also used to assist convalescence after fever, in asthenia after chronic ailments (particularly tuberculosis) and in preparation for major surgery. One to two 5 cc. ampoules are injected intravenously or intramuscularly once or twice daily. One cc. contains 0.02 g. tryptophane and 0.04 g. histidine. F. Hoffmann-La Roche & Co. A. G., Berlin-Charlottenburg 9.

Hepatrat-Grains, for pernicious anemia, cirrhosis of the liver, bronchial asthma caused by an allergic condition, asthenia as a result of tuberculoses, salvarsan erythema and dermatitis, lead, mercury and arsenic intoxication, contain the active liver substance covered with a palatable protective coating. One hundred grams of the grains correspond to 1 kg. fresh liver. Take one to two heaping teaspoonfuls three to four times daily, followed by water. Nordmark-Werke G.m.b.H., Hamburg 21.

Hepaventrat-Grains, for Anaemaia perniciosa, secondary anemia, Achylia gastrica, dyspepsia, gastrogenous diarrhea, etc., contain the active principles of the liver and the stomach in concentrated form. The effectiveness of the stomach extract is standardized by its proteolytic ability. One hundred grams Hepaventrat correspond to 500 g. fresh liver and 500 g. stomach mucosa. Same manufacturer.

Urosept-Ampoules Intravenous: contain hexamethylene-tetramine-sodium benzoate 1.35 g., hexamethylenetetramine 1.35 g., pure caffeine 0.10 g., distilled water to 5 cc. Intramuscular: In addition to the above contains 0.05 g. p-aminobenzoyldiethylaminoethanol chlorhydrate. Packages contain 5 ampoules. Eggochemia, A. Eggers Sohn, Wien, XIX.

Herbegetten. This headache remedy contains the following ingredients, according to its label: "Herb. comp.—Lith. carb.—Pehnin. citr.—Dimethyl pur.—20 caps. amyl. 0.5 homeopath. base." According to Griebel and Weiss, capsules contain 0.8 g. of a white crystalline powder consisting of a mixture of phenacetin, dimethylamino-phenyl-dimethyl-pyrazolone, caffeine citrate and litium carbonate. Homeopathic additions were not detectable. Each tablet contained about 0.49 g. phenacetin, 0.24 g. dimethylaminophenyl-dimethyl-pyrazolone, 0.035 caffeine citrate and 0.035 g. litium carbonate. Albert Bleichroder & Co., Berlin.

Herda 'Sches Aperient Powder "Purganti" consists of milled senna fruit. "Herda" Vegetabiliengrosshandlung und Teefabrik, Berlin.

Hervea Tea, costing 7 marks for 500 g. is ordinary mate containing a large proportion of stalks.

Pyrazoline Tablets. Packages contain 20 tablets, each tablet consisting of 0.50 g. phenyldimethylpyrazolone. Soc. Parisienne "Specia," Paris.

Cestodin; I: 01. Chenopodii 0.20 g., santonin 0.02 g. in 1 capsule and 0.15 g. dihydroxyanthraquinone in 1 chocolate tablet. II: 01. Chenopodii 0.25 g., Santonin 0.03 g. in 1 capsule and 0.30 g. dihydroxyanthraquinone in 1 chocolate tablet. Each package contains 3 capsules and 2 tablets. Suppositories: 01. Chenopodii 0.25 g., Santonin 0.03 g. in each suppository, 6 to a package. Dr. Wander, G.m.b.H. Wien XXI.

Homex, protection against infection and conception and for the treatment of leucorrhea, is, according to Griebel and Weiss, a yellow-green, viscous, acid mixture consisting of carragheen mucilage, boric acid, sodium borate and Chinosol. Hygienischen Institutes der Frau Erna Richter, Berlin.

Iduna Damenperlen, "protection from all menstrual troubles" are pills coated with sugar and aluminum foil, weighing 0.32 g. and containing camomile flowers and a binder. Chem. Laboratoriums Iduna, Berlin-Schoneberg.

Iduna-Friedol-Apiol, also for menstrual troubles, are gelatine capsules containing 0.2 g. Apiolum viride. Same manufacturer.

Wholesalers' Strife

(*Continued from page 18*)

from one association. The independents claimed that this was designed to the N.W.D.A. a majority of the

THE HERNDON CAPPER

(IT HANDLES ANY CAP THAT TURNS)

ENDS the Waste and Fuss of HAND-CAPPING

IF YOU cap small runs of a variety of products, end wasteful, bothersome, obsolete hand-capping NOW! The semi-automatic, swiftly adaptable HERNDON CAPPER costs only a fraction as much as full-automatic capping machines. Yet, plug it into any light socket . . . suspend it over any work table or conveyor belt . . . and it will match the speed and uniformity of full-automatic production. For the small plant, THE HERNDON CAPPER is **essential equipment.**

For the large packager, it is an indispensable auxiliary. It will save the time and labor wasted in stoppage and adjustment of full-automatic machines when capping small runs. It will avoid the alternative of wasteful hand-capping.

THE HERNDON CAPPER handles any cap that turns . . . and caps any threaded container regardless of size or design. One operator can cap 30 to 50 containers per minute . . . with one assistant this speed can be doubled. Unskilled girls do the whole job . . . and only 35 seconds are required to adjust for new runs.

THE HERNDON CAPPER turns every cap to uniform, predetermined, air-tight and leak-proof tightness. It won't strain the threads of caps or break the necks of containers. It's guaranteed not to mar or crush enameled, lacquered, or highly finished plastic caps.

Every HERNDON CAPPER is guaranteed for one year. The machine, fully patented, is backed by four years of exacting experience. Send the coupon for full information.

THE LUDCKE COMPANY

National Distributors **Newton, Mass.**

THE LUDCKE COMPANY, 231 California St., Newton, Mass.

Please send full information on your HERNDON CAPPER.

Name .....

Firm .....

Street .....

City ..... State .....

We cap approximately ..... containers per day.

New

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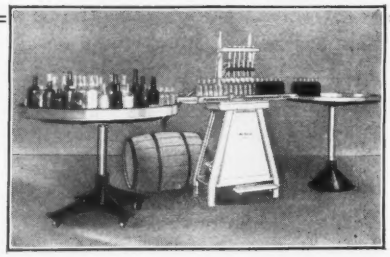

New Hy-Speed automatic bottle filler and tables

MIXING • FILTERING • FILLING

Perhaps you don't realize just where or how costs can be cut in your plant. In your mixing, filtering, and bottle filling operations, new perfected HY-SPEED machines and methods will save you lots of time and labor. Ask for details . . . there's no obligation.

M'F'RS OF "HY-SPEED" FILTERS, BOTTLE FILLERS, MIXERS, GLASS-COATED TANKS, PUMPS, REVOLVING TABLES, ETC.

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39 West 60th Street **New York, N. Y.**

"A Product is no better than its container"

Gone are the days that a path is beaten to the door of the man who simply makes a better mousetrap—or an improved cosmetic. With today's competitive market the American Public has become package conscious. A product must be attractively and practically packaged to gain consumer acceptance.

Sheffield Processed Tubes, attractively designed and sturdily made, are a definite sales asset and, surprisingly enough, cost no more than mediocre tubes.

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New York	New London	Chicago
500 Fifth Ave.	Conn.	3132 S. Canal St.

MIXERS: for liquids, pastes, creams, powders.

MILLS: for ointments, powders, pastes.

GRINDERS: for crude drugs and dry materials.

All sizes. All types.

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members of the code authority. The independents proposed that the N.W.D.A. be allowed two members, the F.W.D.A., two members, and the independents, five members.

The cooperative mutual wholesalers as represented by the F.W.D.A. were not wholly on one side or the other of the fight between the N.W.D.A and the independents. On some matters they leaned one way, and on other provisions they leaned to the other side. R. E. Lee Williamson, secretary, of the F.W.D.A. was a member of the code committee. He stood with the N.W.D.A. in the fight against the forty hour week and the higher wages. On the other hand he was firmly opposed to the make-up of the code authority claiming that his group had s t r o n g l y resisted giving the N.W.D.A. a majority on the code authority but had been unsuccessful in preventing such a provision in the proposed code. He asked for three members from each of the three associations. Again Mr. Williamson admitted, with reluctance, that the members of the F.W.D.A. have been victims of the selective selling plans and there is evidence of concerted in this matter. He said his association had never been party to any move to shut off goods from a competitor and said that he had no objection to the clause demanded by the independents to correct the condition to which the independents so strongly object.

On the main point of strife—that of the charge that the N.W.D.A. is tending to create a monopoly for its members—there was much said at the hearing. This point naturally strikes at the entire drug trade from retailers to manufacturers, and upon the decision of NRA officials regarding the situation price maintenance tactics will stand or fall. If the NRA permits inclusion in the code of the code of the clause demanded by the independents, the end of the price maintenance experiment now being conducted might be at hand. This particular clause would read as follows:

"It shall be an unfair practice for any member of the trade to induce or attempt to induce any manufacturer to restrict the wholesale distribution of any product included in this code to any individual, partnership, association, corporation, or other form of enterprise, or group of these."

Miss Frances Kneitel, attorney for the Allied Wholesale Druggists' Association—an independent group—carried the burden of attempting to prove a tie-up between the N.W.D.A. and the manufacturers to further the selective selling plan. She claimed that concerted action to destroy the independent wholesalers is evident. She claimed that there three groups in the wholesale drug trade—the "Ins" (N.W.D.A. members), the "Co-ops" (F.W.D.A. members), and the "Outs" (the independents). The "Outs", she claimed represent eighty-five per cent of the number of wholesale druggists in the country. She claimed that the selective selling plan got new life at N.W.D.A. convention held at French Lick last fall. With the passage of the NRA law manufacturers were led to believe that the anti-trust laws were of no consequence and that the selective selling plan long desired by the N.W.D.A. was then legal. Miss Kneitel read about a dozen letters from manufacturers to the "Outs" informing them that they were cut off the list of distributors despite adequate credit and satisfactory business relations in the past. One manufacturer wrote that he had received the list of approved distributors and regretted to find that the wholesaler addressed was not on it. She contended that this implied that the N.W.D.A. had supplied the list.

Miss Kneitel was pressed for more names and dates, but she said that members of her organization hesitate to air all their specific evidence at a public hearing, but would be glad to submit this evidence to NRA officials in confidence.

Fluorescence Analysis

(Continued from page 29)

Compounds may be conveniently divided into three classes with respect to their fluorescing power; those that fluoresce strongly, moderately and weakly. Of the alkaloids coming in the first group are aconitine, caffeine, (both fluoresce bluish white), berberine (yellow), cocaine and tropocaine. In the class of moderately fluorescent alkaloids come aloin (reddish yellow), emetine (yellow), narceine, quinine (violet) and strychnine. Those showing a low intensity form the third and largest class of compounds. In this category, among others, are morphine, brucine, heroin, narcotine, papaverine and veronal. Caution must be exercised in making examinations that fresh samples are used, as age, exposure to light and air and impurities alters the fluorescence of some products.

A number of products which show either only a slight or no fluorescence develop a fluorescence on the addition of acid, while other products show varying degrees in the intensity of their fluorescence or even show a different color, when observed under the effect of acids, alkalis or other reagents.

Chlorophyll in alcohol solution gives a beautiful fiery red fluorescene, even in great dilutions. Chlorophyll appears on the market in a number of forms. The copper and mercury compounds do not react, the zinc compound is somewhat duller, and the lead and sodium compounds show no fluorescence.

Another group of substances of interest to the cosmetic chemist as well as to the perfumer is the essential oils. The technique employed in the examination of this group of products is important for their adequate evaluation. The liquid (about 10 cc) is placed in a test-tube made of non-fluorescent glass and its fluorescence at the meniscus and in the body of the liquid observed. Some of the liquid may be poured out and the remaining

For Acid Emulsions---

Tegacid gives greaseless creams to which acids may be added, e. g., Acetic, Boric, Citric, Lactic and Salicylic Acids.

Th. Goldschmidt Corp.

70 Pine Street

New York

Preservatives---

We offer a number of preservatives for various uses. Write us about your problems and we'll gladly make suggestions and submit samples.

for BATH SALTS

2 New and Refreshing Odors

Each at the very attractive price

$4.85 *per pound*

- *Violet Supreme*
- *Carnation*

Highly concentrated, these two perfumes produce an odor in bath salts which is very acceptable to the public.

BUDD Aromatic Chemical Co. Inc.

667 WASHINGTON STREET, NEW YORK

amount observed again. It is then shakened and the fluorescence color observed in the drops or films of the liquid on the side of the test-tube. Any difference in color or intensity serves as a rough guide as to whether there is one or more fluorescing compounds present.

The dilution of a substance with optically inert solvents often enhances the fluorescence effects and gives other useful information. The source of peppermint oils may be determined by the fluorescence test since there are small but fairly distinct differences shown by the Japanese, American and English Oils. Citrous oils are practically non-fluorescent in the pure state but when dissolved in alcohol a fluorescence is obtained. Although the differences in fluorescence between artificial and natural essential oils in many cases is not sufficient to differentiate them, the following distinctions have been observed—petitgrain can be distinguished from oil of neroli, terpeneless lemon from oil of lemon, the distilled from the hand pressed oils of lemon, sweet orange, bergamot and mandarin, vanillin from coumarin, eugenol from isoeugenol and methyl eugenol from methyl-isoeugenol.

By means of the ultra-violet rays it is possible to detect the adulteration of many essential oils with cheaper materials. For example, lavender oil shows a pale green fluorescence, while terpinyl acetate gives a distinct bluish-violet color; now, if a lavender oil is examined to which has been added at least 5% of terpinyl acetate it will exhibit a blue fluorescence, instead of green, as it should.

Pure ethyl alcohol does not fluoresce under the action of ultra-violet rays, but traces of acetone may be detected by its fluorescence, likewise, denatured alcohols, which contain diethylphthalate or brucine sulfate exhibit fluorescence. Many more examples could be enumerated, but those which have been mentioned will give some idea of the value of this branch of analysis as an aid to the cosmetic chemist and perfumer.

(*More in a subsequent issue*)

New Products

(*Continued from page 17*)

of solvents—water or syrup or a mixture of water and possibly honey to make a bottleful. Mouth washes have been sold in this fashion. But powders are not favored by the trade as a rule because it is always profitable to sell water or syrup at a high price.

Incidentally it may be well to point out that insofar as product development is concerned there is not enough sympathy between the chemical and sales departments respecting mutual problems. When the salesmanager gets a "hot idea" he knows before asking that the chemist's reaction is going to be that the thing's impossible. Many times it is of course. Often, however, the idea is possible but it takes the over cautious laboratory so long to perfect it that by the time the item is released for the market, there isn't any market. If the average chemist had some experience in selling, his research work would be more fruitful because he would instantly perceive marketable uses for incidental discoveries that would otherwise remain dormant in laboratory notes.

In this paper we have suggested a method of originating new products. We wish also to suggest that the method can best be utilized by a committee composed of the chemist, the salesmanager and the production man. Discovery of new products by means of changing their physical nature is a work for which such a committee is well fitted. There is not an unlimited number of forms or vehicles into which a given product can be put. But usually there are at least two or three. This applies even to incompatibles, as for instance, when ingredients, which cannot be mixed with the base of a tablet are put into the coating.

When all possible changes of vehicle have been considered, then the committee can consider the more laborious second method, that of adaptation or discovering new uses. Many products have new uses not yet discovered. Let us take a tough example, adhesive tape. Most of the known uses for surgical dressings, book bindings and the like have been preempted. But how about making an epilating or depilatory tape for women? Epilating waxes are not particularly easy to use. Rosin creams are not easy to spread and when they are spread a piece of cloth must be patted down over it so that the hair can be pulled out. Adhesive tape offers this combination of cloth and adhesive and everyone knows that even ordinary adhesive tape will pull out some of the hair when it is removed from the skin. Therefore it remains only to increase the viscosity of the adhesive, to use a rosin instead of a rubber base—or maybe a combination of the two—and you will have an epilating or depilatory tape. It is also possible that the chemist may suggest a way in which a mild local anaesthetic could be incorporated with the resinous adhesive so as to minimize the pain of dehairing.

The development of each new product should not be regarded as an original problem. The method we have described suggests a means by which more certain and faster results can be obtained from the laboratory. Even pure research, technical as it is, might be discussed profitably with the non-technical members of the new products committee.

When, as a result of co-operative discussion, some ideas for new products have been hit upon, it is desirable to examine them critically from a merchandising point of view before perfective research is undertaken. It is possible to check a new idea against an ideal yardstick to determine its probable merit before it is brought to perfection. All products may be roughly classified as specialties or as staples.

A staple should appeal to both sexes; it should appeal to persons of all ages; it should have no season; it should be used up very quickly; it should be different

UNIFORM *and Clarified!*

EVERY OUNCE
LIKE EVERY
OTHER OUNCE
Exchange
Made with Exchange Cold Pressed Oil of Lemon
Made with Another Brand Bought on the Open Market
Unfiltered 5% (by Volume) Extracts of Oil of Lemon in 95% Alcohol

Exchange Brand Oil of Lemon gives you these and other advantages at low cost!

WHETHER you use Oil of Lemon straight or in extracts you want the uniformity and clarity of Exchange Brand.

UNIFORMITY means that every ounce of Exchange Brand Oil of Lemon is exactly like every other ounce—regardless of season. Once established in your formula, the lemon flavor of your product never varies.

And that flavor will be highly faithful to the fresh-cut fruit itself. Exchange Brand is 100% Cold Pressed from rich California lemons. No heat applied. No flavoring constituents lost.

Also, it is the only CLARIFIED oil. That means: removal of unwanted substances which cause turbidity in extracts and impair flavor.

Check the seven points listed here. Make any other comparison in actual test. See if Exchange Brand Oil of Lemon does not do more—and cost less—than others.

Important Facts:

1. **Flavor** that suggests a freshly-cut lemon.
2. Finer **Aroma.**
3. Deep natural **Color.**
4. **Stable** in your finished product.
5. **Uniform Performance** Every ounce like every other ounce.
6. **Lower Cost** per unit of flavor.
7. **CLARIFIED.** No sediment. No cloud. No **filtration.** No waste.

TO LEMON EXTRACT MANUFACTURERS—Add 95% alcohol to Exchange Brand Oil of Lemon and get immediately a clear lemon extract. No cloud. No delay. No waste. A 5% by volume solution in alcohol conforms to the U. S. Government's definition of lemon extract.

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OIL OF LEMON

Sold to the American market exclusively by

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180 Varick Street, New York City

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Boric Acid, U. S. P.
Aluminum Beta Naphthol Disulphonate
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Benzoic Acid, U. S. P.
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Specializing in
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Manufacturers, importers and dealers in

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Our Specialty

Perfumery Compounds for Cosmetics and Toilet Articles in General

With our long and varied experience we may be in position to assist you, or to solve one or another of your problems if you will consult with us.

physically from other products of similar character; it should be easy to protect or hard to duplicate; it should be easy to produce; it should have a long potential life. Most laxatives will check with this list, Ex Lax and Feenamint especially.

A specialty should be patentable or extremely difficult to duplicate; it should have an existing if small market; and it should have an extremely wide margin of profit, as so many specialties have only a relatively short life.

Agar-Agar

(Continued from page 26)

It is in the form of these shriveled strips—about eleven inches long and an eighth of an inch square—that the agar-agar most often appears on the market. The colors vary from almost a pure white to a dark amber. The lighter colors constitute the better grades, although the chemical components of the different grades are the same. The commercial classifications are best quality number 1, 2 and 3 respectively. Agar-agar has no odor and is practically tasteless.

Kobe is the centre of the trade as far as exports are concerned and practically all the exporters are located there.

The main characteristics of agar-agar which make the product popular for numerous purposes in all parts of the globe are that it is colloidal in nature and does not in the least split under the mixture of bacteria, acid, yeast, etc.

The liquid obtained from certain sea weeds for making agar-agar has a density of from 1 to 1.2 per cent at a temperature of about 80 degrees. By cooling this original liquid to between 30 and 31 degrees the substance turns into a soft, solid mass. When the temperature is further lowered, it freezes by giving out a greater part of the water it contained.

It is interesting to note that the agar-agar liquid becomes a colloid at 30 to 31 degrees when cooled from a higher temperature, but the substance in colloidal form requires a higher temperature to melt it, more than 80 degrees.

The culture of bacteria by means of agar-agar is indispensable for studying inoculations, and for studies pertaining to the diseases resulting from bacteria. Therefore, it is no exaggeration to state that the contribution of agar-agar toward mankind is indescribably great.

Agar-agar is also used in the manufacture of medicine for curing constipation, as well as for slimming corpulent persons. Its use for these purposes is based on its faculty of not splitting or breaking up into parts even when mixed with bacteria, yeast, etc. Mixed with vaseline, it is made into an emulsion effective for smoothing the skin, hence it is also used for making toilet articles.

There are also various other uses for this material outside of the direct field of the writer's interest, namely in cooking, in making cakes, jelly candies, ice cream, starch paste, textiles, clarifying beer and port wine, preserving meat, etc.

The outstanding Japanese supplier of agar-agar is the Osaka, Kyoto, and Hyogo Prefectural Agar-Agar Producers' Association with its office in Utsubo Kitadori, Nishi-ku, Osaka. The association turns out annually from 1,500,000 to 1,800,000 pounds or more than 3,000,000 yen worth of agar-agar.

The association consists of one president, three vice-presidents, five directors, three department chiefs, and one chief secretary. All the agar-agar for export must pass a strict examination by the association. The same thing is true of that to be forwarded to Chosen and Taiwan. The products to be inspected are agar-agar in flakes, in sticks, in thin sheets, and in powder. The packing is also inspected. No goods are exported from Japan without the inspection of the association in the various localities.

Indications are also said to point to the fact that while this association is primarily one for the protection of the quality of exported agar-agar they also exercise some price control over this material. Price fluctuations in Japan during the past six months have been very narrow—in fact within a range of a few cents a pound—although conditions in the world markets have not been entirely satisfactory of late. This tendency of the price of agar-agar in Japan to remain stable in spite of general conditions is pointed out as reflecting toward some unified price control.

A recent bulletin from the Department of Commerce of the United States points out that Japanese producers of agar-agar are concerned over the marked abatement of American demand for this product during the current year.

During the first quarter of the current year shipments from Japan to the United States totaled 101,455 pounds, a decline of approximately 50 per cent as compared with the 253,764 pounds shipped in the 1933 quarter.

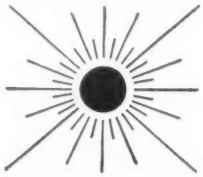
It is pointed out, however, that 1933 was a record year for imports of agar-agar into the United States, receipts totalling 641,000 pounds—the highest figure in sixteen years.

On explanation for the decline in American consumption this year is explained by the fact that the candy manufacturing business is in very bad shape. This is probably the largest consuming field in this country as agar-agar enters in a large way into the making of all jelly candies. It is also said that pectin is replacing agar in jelly candies to a certain extent. There is no abatement in the demand for medicinal use.

American production is also on the increase. An entirely new company has just gone into operation in California with up to date machinery and equipment of ample capacity to care for a large consuming demand.

Total exports of Japanese agar-agar during the first quarter of 1934 totaled 978,138 pounds, valued at 1,101,819 yen, compared with 1,018,364 pounds, valued at 1,151,378 yen, in the corresponding period of 1933.

THE SUN NEVER SETS ON EMPIRE PRODUCTS



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PERFUMERS' SHELF

The Ionones

Still in the memory of some of the old timers in the perfume and allied industries is the recollection of the first ionone. It was sold to the perfumer in those days only in 10 per cent solution and was very expensive. But its value was at once recognized, and the product became popular for use in scents. First discovered by Tieman and Kreuger, it was prepared by the condensation of citral with acetone in the presence of an alkali, the resulting product being a mixture of two isomeric ketones called alpha and beta ionones. These are both valuable materials to the perfumer as well as methyl ionone which is prepared by a condensation of citral with methyl ethyl ketone instead of acetone. Processes have been greatly improved since the introduction of the original ionone, and the price at the present time in no way hinders its use. Since the name ionone is owned by the patentee, it is sold under various other names which include Rhodinone, Violet 100%, Iraldine, Viollys, etc. Each manufacturer's product varies in odor value to some slight degree since in some processes more of the alpha product than the beta is developed or vice versa.

During the last ten years ionone has become extremely popular for use in powders, soaps, and extracts. It can also be used in creams with some success, no discoloration resulting from its use. In creams, however, it is always necessary to blend the other ingredients with it carefully in order to get the true value of its odor. For example let us consider a violet odor for talc. In this instance 50 per cent of the formula can consist of ionone, but the remaining 50 per cent must consist of methyl heptin carbonate, musk ketone, sandalwood, concrete orris ylang ylang, aldehyde C_{12}, coumarin, and guiacwood oil. In combination with such items, the odor value of ionone can be fully appreciated, while alone, the ionone would have a deadening effect on the olefactory nerves which, although not permanent, impairs its use.

Alpha ionone has a flowery violet odor somewhat recalling tuberose. It is excellent for use in rose, lily of the valley, and violet scents. It also finds a place in the artificial raspberry flavors imparting a delicate softness to the flavor characteristic of the fruit.

Beta ionone has a more balsamic woody odor than the alpha product, and has never been extremely popular because of its tendency to sour in perfume combinations. However, this has been overcome by the manufacturers and the product should not be overlooked when creating new and fancy bouquets requiring a definite characteristic. A small quantity in flowery soap or talc odors gives excellent results, especially in magnolia, tea rose, or violet types.

Methyl ionone is fast gaining in popularity in this country not only for use in perfumes, talcs, and creams, but also in soaps. It has long been a popular ingredient of French perfumes, and because of its sweet amber character, is more desirable for talcs than ionone. It is also valuable in flowery compositions of the jasmine, orris, and cassie types, but, as in the case of ionone, it should be carefully blended and should never predominate in the composition.

There are several other ketones of ionone, none of which has received any considerable recognition by the perfumer, methyl ionone alpha perhaps being the one with the greatest possibilities. This product has the delicate odor of oil of orris root and also the sweet amber character of the methyl ionone. It is excellent in powder odors and imparts a delicate soft fragrance so valuable in smoothing out a rough and harsh odor.

Ionone and its related ketones have contributed more than their share to the perfume industry and many of our popular perfumes of today would never have been created had it not been for these valuable materials. They are one of the foundations upon which many hundreds of odors have been built, ranging from the hair tonic to the delicate and expensive perfume. The uses of these products in creating new materials in the future are unlimited and they still hold forth great possibilities.

Heliotropine

Heliotropine is an aldehyde prepared by the oxidation of isosafrole. Its melting point is 36-37° C., but slowly decomposes below this temperature, which accounts for its one disadvantage, viz: its tendency to discoloration to a reddish tinge in time and on exposure. The alcoholic solution will also do likewise, a trace of acetic acid will often prevent this. It should be stored in a cool, dark place and in hot weather preferably in alcoholic solution. It is sparingly soluble in water and glycerine, readily soluble in alcohol—also in vaseline paraffin oil and olive oil. It has marked antiseptic properties.

Heliotropine is perhaps a little crude in its representation of the odor character of the heliotrope flower, and requires to be rounded off and well blended. It is an indispensable base for all perfumes of the heliotrope type, a most useful fixative, and one of the most widely used modifiers. It is used for a great variety of the finest and most successful compounds, and is especially valuable in carnation, acacia, mimosa, origan, hyacinth, lilac, narcissus, moss rose and sweet pea. It forms excellent blends with anisic aldehyde, isoeugenol, coumarin, vanillin, musks and bergamot, lemon, petitgrain, neroli, rose, lavender, geranium and sandalwood oils.

For creams and white cosmetics it must be thoroughly blended to avoid discoloration. Vanillin or ethyl vanillin with a trace of benzaldehyde or tolyl aldehyde may be used in its stead. Coumarin is essential to increase its lasting power.

Heliotropine is widely used in the perfuming of soaps, blended with petitgrain or bergamot its tendency to discolor is greatly diminished. The heliotrope odor is enhanced greatly by the use of small amounts of almond, petitgrain, and cinnamon oils and peru balsam and benzoin resinoid.

Ambergris Synthetic

Ambergris synthetic is a most useful raw material for the perfumer. It is primarily employed as a fixative, for which purpose it is said to be one of the finest. It finds great use as a blending agent, imparting to all perfumes—whether intended for colognes, toilet waters, powders or other cosmetics—a soft, lingering fragrance and due to its fixative properties carries along the odors of the other ingredients employed.

Best results are obtained by dissolving 2 parts of ambergris synthetic in 3 parts of hot benzyl benzoate and mixing this intimately with 8 parts of magnesium carbonate. This is then added to 1000 lbs. of powder base.

Ambergris synthetic is available in two forms—paste and lumps. The lump form is found most desirable by the majority of users.

Aldial

The importance of the higher aldehydes and alcohols in modern perfumes is well known. They are, however, rather difficult to use, with good results, as most perfumers know. A new product—"Aldial"—is said to be much easier to use and gives smoothly and effectively the aldehyde note so much in demand today.

Forestal is a new specialty giving the delightful and refreshing note of the forest after rain.

Cuir de Russe No. 30 is a modern note of the famous Russian Leather type, once again in fashion.

READERS'

Inquiries must be addressed department on the letterhead of firms. Inquiries from private

TABLETS

We are confronted with the problem of making an antiseptic, effervescent tablet containing bicarbonate of soda, citric acid, etc. We'd like to know if we can replace the citric with tartaric acid and also how to go about making such a tablet. York, Pa.

You can put an antiseptic into a tablet of this kind but we can't see that it will have any value whatever. As soon as the tablet goes into solution the antiseptic, since it will be an acid, will be neutralized and therefore worthless. The tablets are not difficult to make. They can be made by fusing the ingredients in a heated revolving pan. Or they can be made by slugging. In the latter process the ingredients are fed into a press with a three quarter inch punch or thereabouts, and pressed into large tablets. These are then ground to the proper mesh. The granules of acid and alkali are finally mixed and fed to the regular tablet machine.

DEODORIZING

How can sperm oil be deodorized? Irvington.

Sperm oil can be deodorized by heating to 200°F. with three or four per cent of activated carbon and fullers earth. The mixture is then filtered.

ROSIN CREAM

We wish to make a cream for removing hair by pulling it out by the roots. Our idea is that the cream should not need to be melted as is the case with ordinary epilating waxes. We want to make one that can be spread on over the hair. Then over this it is our idea to put a piece of cloth. When the cloth is pulled off it will carry away the hair entrapped in the cream. Any suggestions you can give us through your regular department will be appreciated. Chicago.

Such a product can hardly be called a cream because it would have to be extremely tacky. We think that a mixture of yellow rosin, beeswax and glycerin would do the trick. A product of this kind must not get hard. Also we think that the cloth used to pull it off would have to be very soft and patted down well on the skin in order to force the "cream" down to the base of the hair and also to impregnate the cloth with the cream so that it would not pull away and leave the cream still on the skin.

FOR SALE: COLD SORE STICK

One of our subscribers, a well-known drug house, would like to sell to a reputable company, a formula for a lipstick to be used for cold or fever sores, chapped and sunburned lips. This formula has been thoroughly tested and is in every way an effective product. If any of you would like to buy such a formula we shall be glad to put you into touch. We think the formula can be bought very reasonably. For policy reasons the present owner is not in a position to market such a product.

FOR SALE: SKIN PRESERVER

We also have been asked to inquire if any of you would like to merchandise or sell on a royalty basis a skin preserver cream. The preparation is a by-product of a well-known company which is not doing business in our field, and, hence, does not know how to merchandise a product of this character. The cream is rubbed into the hands before kitchen work or dishwashing and it protects the skin against reddening and hardening, leaving it soft and smooth. It is especially effective in overcoming the effects of hot water. If you would like to sell a preventive cosmetic of this kind please drop the editor a line. As an alternative to a royalty basis, the owner is willing to ship the product in bulk to an exclusive distributor at a definite price.

TOOTH PASTE

We have been having a good deal of trouble due to the separation of our tooth paste. The paste is made with chalk, tribasic sodium phosphate, gelatin and glycerin. The gelatin is dissolved in just enough water to make a mucilage. We appreciate the help your department has given us in the paste and we hope you will advise us again in this instance. Chicago.

An examination of your formula indicates a tremendous excess of glycerin and virtually no water. It actually contains 69% of glycerin. We suggest that you reduce this to 30% making up the difference with water, and that you add also about 3% of colloidal clay.

AESCULIN

Why is it that none of the sun burn preventives on the market contain aesculin, which is really a very effective product? Minneapolis.

Aesculin and its derivatives are not generally used because they are too expensive and too hard to obtain. As to their effectiveness this department doubts that they are more effective than the quinine salts, benzyl salicylate or the numerous other fluorescent chemicals that are used. In many cases good results are not obtained because the manufacturer of the product doesn't put enough of the active substance into it.

STRONTIUM PEROXIDE

Have you ever heard of the use of strontium peroxide in tooth paste? New York.

No. We've heard of *magnesium* peroxide which is used to remove tobacco stains, but strontium is new to us.

OIL THICKENER

We want to make a cleansing oil for the skin using a mineral oil of 65-75 viscosity to obtain good cleansing action but this is too light and sloppy for a straight oil. We tried to use oils of heavier viscosity but found they were too sticky and that they didn't work as well. The idea occurred to us that you might be able to recommend a thickener to us that would give the oil more apparent body without converting it into a cream. If you know of such a substance (please remember that we don't want to make an emulsion) we'd appreciate an answer in Readers Questions Department. New York.

To answer this question we must swipe a stunt from the manufacturers of lubricating oils, who, when they want to make their oil look as though it had more body than it has, add a little aluminum stearate. The answer is heat the oil and add about one half per cent of aluminum stearate. This will thicken up the oil.

OXIDIZING OIL

We understand that there is a method of jellying vegetable oil by oxidation and we would be very much indebted to you if you will outline the process. Philadelphia.

We don't know the process to which you refer but oil can be thickened by oxidation in the following manner. An oil having a high iodine number such as seasame, walnut or poppy seed is put into a steam jacketed retort or covered kettle. Heat is turned on and the temperature of the oil raised to 250°F. at which point it is maintained. Then air is bubbled through it for about an hour until the oil won't take up any more oxygen. The process can be shortened considerably by hooking up a tank of pure oxygen with the oil kettle and allowing it to bubble through at a uniform rate. The oxidized oil will have a characteristic rancid odor which, however, can be covered up by medicaments or perfumes.

QUESTIONS

individuals cannot be considered. This service is limited to the trade only.

VAGINAL JELLY

We would appreciate a formula for a vaginal jelly possessing the following properties: It must paralyze spermatozoa instantly. It must be of such a consistency as to spread rapidly into the vaginal crevices. It must have a low surface tension. It must not destroy the normal vaginal flora. It must withstand a condition of excess alkalinity in the vagina. It must have a p H value to discourage the development of the Doererlein Bacilli. It must be suitably buffered. It must have sufficient viscosity to act as a mechanical barrier to the uterine canal. It must be soothing to the vaginal membranes. It must appeal to the aesthetic sense of the user. Los Angeles.

Thanks for the specifications. Our correspondent evidently has a high opinion of the service rendered by this department. But obviously our facilities for testing are limited. Not that we'd mind extensive testing if we had enough subjects to work on who would appeal to our own "aesthetic" sense. But unlike Los Angeles, New York has little to offer in the shape of attractive "guinea pigs." (We prefer brunettes.) And testing of this kind is so often dangerous to the tester. It is with regret therefore that we can only suggest to our subscriber the ingredients he should use and (alas) he'll have to do his own testing. He has two problems to contend with: the preparations of a suitable vehicle and the selection of active ingredients. The active ingredients are lactic acid, oxyquinoline sulfate, quinine bisulfate and practically any other acid salt. It is much more important to secure the correct pH than it is to secure antiseptic qualities. The vehicle may be soft, short fibre petrolatum; it may be a cream or a suppository. It is a little difficult to see, however, how a vehicle can be made which will spread rapidly into the vaginal crevices and yet act as a mechanical barrier to the uterine canal. The former implies quick solubility, the latter a degree of solidity.

EMULSIFICATION

We have been having trouble in making our emulsified mineral oil stable. We use tragacanth as emulsifier. We'd like some helpo on this. Chicago.

As you haven't sent your formula we are unable to determine whether the correct proportions are being used. We suggest that you try varying the quantity of your emulsifying agent and also that you send samples to the Manton Gaulin Co., St. Johnsbury, Vt. for testing on a homogenizer. It is possible that homogenizing will stabilize your product.

COCILLANA

We should be indebted to you if you will tell us how to make a good compound syrup of cocillana. Nashville.

Liquid extract of guarea Rusbyi 1 gr., liquid extract of euphorbia piluffera 4 gr., compound syrup of squill 5 gr., liquid extract of buckthorn 2.5 gr., diacetylmorphine hydrochloride .06 gr., menthol, .015 gr., tincture of clove (1:4) .1 gr., alcohol (90%) 5 gr., black currant syrup to 100 gr.

N. AND N. F.

Where can we obtain a reference book on new and non official remedies? (Address not indicated in letter.)

The above inquiry came from a chemist who is evidently connected with a drug firm. We printed only part of his inquiry because we were unable to reply to his letter as it contained neither his home nor his business address. This department is willing to give whatever information it has available to technical men but it is essential that the request be made on the firm's letter head even though the inquirer may ask that the answer be sent to his residence. If the inquirer will send us his address in the indicated manner we'll be glad to answer his other questions. Meanwhile information of the above kind is contained in a book published by the A. M. A., 535 N. Dearborn St., Chicago, entitled, "New and Non-Official Remedies."

COLORS

Some months ago we obtained through you a source of supply for water soluble color. We tried this color but it faded. We wonder whether any of the ingredients in the enclosed formula causing this fading and we'd like to know how to overcome it. Please do not publish this formula. Kansas City.

An examination of the formula suggest that a spirit soluble color is to be preferred to a water soluble type. Try this and let's know how it comes out. If it doesn't hold send us a sample of your colored product so that we can see what is happening.

BROMO ACID

Can you give us a standard method of testing bromo acid to be used in the manufacture of rouge and lipsticks? Newark.

There is no standard method. The method employed in the trade is made up of a lipstick containing four or five per cent and try it to see how the color develops. A stick so made should be an orange color and it should develop a uniform pink when applied to the skin.

SHINEY MAKE-UP

Have you any information on the new shiney make-up products that are being worn in Hollywood. They are sold in the form of liquids and creams. Hollywood.

No we haven't. This knocks us for a loop as shiney make-up products would seem to be contrary to generally accepted cosmetic theory. If any subscriber can enlighten us please oblige by doing so.

MILK

Out here in Wisconsin we have available unlimited supplies of milk, in view of which the thought occurred to us that a line of cosmetics made from milk would be very easy to merchandise because of the milk baths described so often in history as having been used by Roman ladies, the beauties of the French court and in recent years by Russian noblewomen, who, incidentally used sweet butter on their skins. Obvious the idea contains a good merchandising angle, but if milk products are to be sold with something more than a little casein we would have to know how to preserve the milk, and also how to prevent the precipitation of casein. If we sold milk lotions we would wish them to be composed pretty largely of milk and not water and titanium dioxide. So far we haven't been able to get very far and we thought you might be able to help us. Milwaukee.

We are not qualified to discuss the merchandising angle of this idea. It sounds good if it can be put over. The milk basis of your proposed products can be preserved by the addition of formaldehyde and precipitation can be prevented by adding a small percentage of chloroform. While this will prevent the precipitation of the casein, it will not prevent the separation of the cream. Cream on the top of a face lotion bottle might lend veracity to your story but your bottle would have to have a "shake well" label on it or you will have to add a good emulsifying agent to the milk and then homogenize it so as to prevent the separation of the cream.

ENVELOPE FILLER

We also have an inquiry from a subscriber who wants to know if any of you have a second hand envelope filler you'd like to sell. If you have give us a buzz.

CREAM-ODORS

A distinctive line of popular odors created for use especially in creams — but likewise effective in other popular priced products.

Rose
Pansy
Peony
Jasmin

Bouquet
Wisteria
Lavender
Cucumber

Water Lily
Sweet Pea
Heliotrope
Honeysuckle
Lily of Valley

Lilac
Violet
Lemon
Locust

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Strawberry
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Pink (Carnation)

$4.00 the lb. Samples on request!

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THE COMPOUNDERS' CORNER

Boric Acid and Borates

The wide use and general utility of boric acid and the borates is well-known by cosmetic chemists, but a more intimate knowledge of the physical, chemical and other useful properties of this group of products should be of service to the compounder.

Boric acid, H_3BO_3, when crystallized from water forms small white, flaky, pearly crystals, which have a soapy feel. In 100 parts water dissolve 4 parts boric acid at 20° C., and about 17 parts at 80° C The acid is volatile with steam. Absolute alcohol dissolves the acid to the amount of 16.6%. Glycerol to 10% (15°). If boric acid is heated to 107° C. it loses water and changes over into metaboric acid, HBO_2, and on further heating to 140°, tetraboric acid ($H_2B_4O_7$) is formed. The sodium salt of this acid is the well-known borax or sodium tetraborate.

With alkali peroxides such as sodium peroxide or with hydrogen peroxide boric acid and its salts are converted into perborates, which are well-known as bleaching and antiseptic agents. Double compounds of boric acid are formed with many acids, which as such, or in the form of their salts find use in cosmetic preparations. The following may be mentioned: boro-salicylic acid, boro-benzoic acid, boro-tartaric acid, boro-phosphoric acid, boro-carbolic acid, boro-formic acid. All these acids and their salts show strong antiseptic and astringent properties. Aluminum boro-formate is especially useful in excessive sweat secretions.

If one heats 2 mol. glycerol (92 gm.) with 1 mol. boric acid (62 gm.), glycerol-borate is formed as a transparent, amorphous mass, soluble in water. Similar compounds are also obtained with ethylene glycol.

The weakly acidic nature of boric acid (pH of 3% solution is 5.0) is remarkably increased by the addition of glycerol, gallic acid, citric acid, tartaric acid and similar acids, mannite, 1.2-dioxynaphthalene, etc. For example, a boro-citric acid of the composition $C_6H_8O_7$-$\frac{1}{2}H_3BO_3$ in 2% solution shows a pH of 1.6. A 2% glycerol-borate solution gives a pH of 4.4.

In dilute solution boric acid acts to sooth skin irritations, and as a disinfectant and astringent. Strong solutions irritate the skin and turn it red. Also, the mucous membrane is often sensitive to the action of boric acid. Borates act in a similar way, even if weaker. Internally, boric acid is toxic and about 15 gms. can have a lethal action. It acts as a mild removing agent for freckles.

Face Packs

Lasting improvement in the use of mud packs can only be attained by repeated treatments. Packs should have the twofold purpose of softening the skin and permitting action of astringents, bleaches, etc. which they contain. For an oxygenated pack sodium perborate is made into a thin paste with a caseine emulsion. The latter is prepared from casein 10 parts, glycerin 10 parts, and 10% ammonia 30 parts. The caseine is dissolved in the ammonia, glycerin is added and the whole is heated on a water bath until the ammonia is dispersed. The casein-glycerin mixture will form an emulsion with twice its weight of boiling water.

Cucumber juice has been a cosmetic article for generations on account of its slightly astringent action. A face pack made by incorporating cucumber juice is indicated for the treatment of large pores. The juice is expressed from the fresh vegetable and is strained through cloth. To preserve it an ester of paraoxy benzoic acid may be added. For each pack 150 cc. of preserved juice is heated to its boiling point and rapidly cooled, strained and made into a paste with sodium perborate. The pack is applied to the face and when dry is removed with a face lotion of a solution of salicylic acid—0.25%.

For sensitive skins and acne or pimples an oatmeal pack is used, this may be made as follows: oatmeal 20 gms., arnica flowers 2 gms., chamomiles 2 gms., hamamelis leaves 2 gms., rosemary leaves 2 gms., camphor water 30 cc. The pack is applied thickly and allowed to remain on for 20 minutes. An astringent lotion is then used, which may consist of tannic acid 0.25%, rose water 25%, witch hazel 50%, and orange flower water 25%.

Fat-free Quinosol Cream

Since quinosol reacts only with certain metallic salts (iron, barium, lead and mercury) and alkali salts of weak acids liberate oxyquinoline from it without really changing its effect, a very good stearate can be made with quinosol. However, the product must be neutral and contain no excess potash; if it is prepared with distilled or soft water and if wool-fat and wax are added these last substances confer additional stability. By carefully following the following directions and packing in lined tubes, the finished cream will be stable.

On a water bath melt together 180 g. stearin and 400 g. water in a 6 to 7 liter container. Keeping the melt on the water bath, it is mixed in small portions with a boiling solution of 18 g. purified potassium carbonate in 400 g. water. Stir continually, during and after the addition, until a uniform mass results and neutralizes excess alkali by the addition of sufficient stearin. Then add 300 g. pure 28° glycerine, 40 g. wool-fat and 10 g. white wax and 1 to 2% of a soapperfume. Remove the homogeneous mass from the water,bath, stir until it has cooled to 55° C. and add 12 g. quinosol in 800 g. water at the same temperature. Stir until cold, cover and allow to stand for 1 to 2 days, re-work and fill into tubes or well-closed jars.

Glycol Monophenyl Ether in Perfumes

Various derivatives of glycol, such as monophenyl and the monoethyl ethers are claimed to give excellent results as solvents and fixatives in perfume preparations. For example a liquid perfume, such as lavender oil or benzyl acetate, is dissolved in equal quantities of glycol monophenyl ether. Solution is then usable for perfume purposes. Other liquid and also crystalline perfumes may be dissolved in glycol monophenyl ether. For example one part of vanillin or coumarin dissolves in two parts glycol monophenyl ether, one part musk ambrette in five parts. Glycol monophenyl ether acts as fixative in rose perfumes, containing 5 parts phenylethyl alcohol, 2 parts citronellol L, 2 parts citronellol R and 5 parts geraniol, 15 parts of ether being used. Glycol monobenzyl ether or propyleneglycol monophenyl ether can also be used as fixatives for perfumes.

Mouth and Tooth Preparations

A *bleaching mouth wash* generally contains more or less hydrogen peroxide. High alcohol concentration is advantageous since it increases the stability of the oxygen compound. A perfume or flavoring material must be used which is least likely to be oxidized and the addition of a small proportion of a para-hydroxybenzoic ester increases stability and confers strong antiseptic power upon the mouthwash. A small amount of a preserving acid, such as boric acid is also

beneficial. Finally, to increase the activity of the oxygen, add a wetting agent such as sodium lauryl alcohol sulfonate (0.5 to 2.0%) or, in the absence of acids, 0.2% sodium chloate.

For numerous and convincing reasons, it seems advisable to omit glycerine, starch, and sugars from an *ideal tooth paste*. Glycerine (probably because of its softening effect) is supposed to be detrimental to gums which bleed easily or are otherwise unhealthy. Critics of usual tooth pastes point out that neutralization of the saliva several times a day by means of alkaline tooth pastes is illusory since the alkaline substances merely affect the salivary glands and lower the total quantity of saliva.

A tooth paste avoiding the use of customary basic ingredients utilizes silicic acid jelly. The liquid portion of the jelly (80 to 90% of the total weight) consists of water which may be wholly or partially replaced by alcohol. If desired, 10 to 20% of glycerine may be added as its softening effect is negligible in the absence of alkali. Swelling agents such as gum arabic, tragacanth and especially pectin harmonize well with the silicic acid jelly, favorably influencing its consistency and assisting in binding the water. As suitably mild polishing agents, use amorphous silicic acid, amorphous titanium dioxide or amorphous and colloidal kaolin, singly or mixed with each other. Twenty to thirty per cent of the polishing agent is sufficient. In highest quality tooth paste, assuring complete chemical and physical harmlessness, avoid the use of kaolin, pumice or kieselguhr which might contain crystalline particles capable of scratching the enamel.

Such a tooth paste based upon silicic acid jelly may be supplemented by additions of 1 to 2% of a mild organic acid such as citric or tartaric acid, pepsin, the benzyl ester of parahydroxybenzoic acid and finally a wetting agent stable in the presence of acids, such as the sodium lauryl sulfonate. The last ingredient is mixed with the paste as an aqueous solution.

Among the advantages in using silicic acid jelly and pectin is the fact that the characteristic aromas of added aromatics remain completely unchanged. In contrast, chalk and soap cover delicate flavors with a chalky or soapy effect so that various artifices and higher concentrations of aromatics must be used to bring out any degree of flavor.

To prepare an absorbent, *soap-free tooth powder*, mix 2% of the sodium salt of a fatty alcohol sulfonate, 70% precipitated chalk, 20% of colloidal kaolin and 8% of amorphous silicic acid. Add aromatic to the extent of 2% of the powder mixture. To improve quality, in a higher cost mixture, replace all or part of the calcium carbonate by colloidal kaolin, amorphous silicic acid or amorphous titanium dioxide. Sodium perborate and other compatible antiseptics may also be added.

Mouth Wash

The easiest way of preparing the mouth wash concentrate is first to agitate vigorously a mixture of emulsifier and the essential oils and resins to obtain a clear solution. The correct quantity of the emulsifier to use must be determined by a preliminary test. Then the preparation is diluted with a little water, and again agitated until it becomes perfectly clear. More water is added and the process is repeated until all of the water has been mixed in. In many cases it is possible to all of the water at one time. When the oils and resins are particularly hard to dissolve in water, it is adivsable to add a few per cent. of ethyl alcohol. More alcohol has to be used when resins are being dissolved. The simplest formula for an alcohol-free, mouth wash concentrate contains 3% of the fatty alcohol sulfonate, 5% of aromatic substances, either as liquids or dissolved in alcohol or other suitable solvent, and 92% of distilled water. Ordinary boiled water must not be used, unless it is first filtered after standing for some time.

The mouth wash is improved by the addition of various substances, among the most effective are glycerin, triethyleneglycol, alcohol, a few per cent. of benzyl alcohol, benzyl benzoate, sulfonated castor oil, sodium cholate, sodium benzoate, borax and other antispetics which are properly used in mouth washes. The addition of about one per cent. of benzyl hydroxybenzoate is recommended in that it materially increases the antiseptic action. An advantage of the laurylalcohol derivatives, both sulfonate and sulfate, is that they dissolve the tartar deposit on the teeth. However, the small proportion contained in mouth washes is not very effective, and hence tooth pastes and tooth powders have been made with these substances in higher concentrations.

Ethylene Diamine

Ethylene diamine has been known for many years, but confined principally to experimental and research work. However, when it was produced commercially, much of this work was brought to the point of commercial application.

The mention of a few uses will indicate the importance of ethylene diamine in modern chemistry.

At present, pharmaceutical products require the largest quantities of ethylene diamine. About 1900, much work was done with ethylene diamine compounds as antiseptics, but recent developments tend more toward the medicinal side.

The increased interest in amine soaps has caused it to be investigated and used by several soap companies.

The amines also are of importance in the rubber industry, being used in the preparation of accelerators, etc.

Ethylene diamine has even entered the paint business where it can be used to increase covering properties with certain pigments.

The old standby in cellulose work, cuprammonium solution, has been challenged by ethylene diamine, it being found that a solution of cellulose in copper ethylene diamine solution is more stable and permits more accurate determinations. Also, ethylene diamine and some of its derivatives form compounds with cellulose which have attracted the attention of the rayon industry.

A use of still another character is the removal of sulphur and sulphur compounds from gasoline, turpentine, etc., thus removing objectionable odors.

In the textile industry ethylene diamine compounds are being used as wetting agents.

Leather is another commodity into whose preparation ethylene diamine enters. Ethylene diamine can be used in the dehairing process and later in the tanning.

Ethylene diamine has been used as an emulsifying agent in preparing emulsions of petroleum and petroleum distillates.

Considerable work is being done with ethylene diamine in the explosive field, the dinitro compound having been found to be very suitable for the work.

Turbidity of Silver-Potassium Cyanate

Washing vessel in which solution is made will sometimes avoid its later turning turbid by removing impurities. Presence of sulfates in distilled water will also cause turbidity. If water is perfectly pure and turbidity occurs anyway, then trouble lies with product itself. Even small traces of components, used in manufacture that is (potassium cyanide and silver cyanide) which are present as impurities of manufacture and not combined to form complex silver-potassium cyanide, or impurities in silver cyanide, that is trace of silver nitrate, can cause turbidity of solutions made with distilled water.

Aromaticizing Lecithin-Iron Tincture

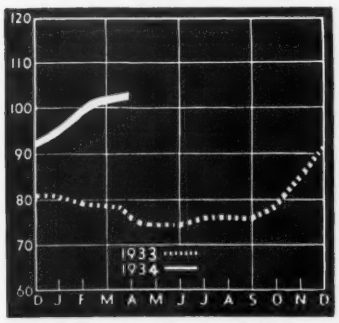
Tinctures containing lecithin and iron, have been found objectionable on account of taste of former. Best way to hide taste is with 2 to 5% of vanillin dissolved in lemon oil. Ethyl malate is also useful—20 grams of lemon oil in 100 grams of ethyl malate and mixed with one gram of vanillin gives very good results. Extract of orange peel or tincture of vanilla bean as well as various fruit esters, such as raspberry, strawberry, etc. are also used.

ADVERTISEMENTS—*Each article on this page is a paid advertisement.*

ALCOHOL NEWS

JULY ★ A Monthly Series of Technical Articles for Chemists and Executives ★ 1934

ETHYL ALCOHOL PRODUCTION



(moving twelve-month averages, 1931=100)

			1934	1933
PRODUCTION				
1000 proof gals.	Jan.-April		52,610	32,339
	April		12,731	9,012
	March		12,313	8,229
SALES				
1000 proof gals.	Jan.-April		43,833	29,094
	April		9,946	6,667
	March		11,464	7,751

ALCOHOL PRODUCTION UP AS SALES HAVE SEASONAL LAG

The alcohol market was characterized by extreme quiet during June. The slight seasonal recessions affecting the majority of the alcohol consuming industries was reflected in the demand for industrial alcohols and withdrawals continued in a lethargic manner.

A new high was reached for production of ethyl alcohol according to latest available figures, the index number for April reaching 104.6.

The current month should see a considerable volume of C. D. alcohol business booked for the account of the anti-freeze trade as July and August represent peak months for anti-freeze sales.

SYNTHETIC MEDICINAL OUTPUT RAPIDLY EXPANDING IN U. S.

Developments in the field of synthetic medicinals have constituted a signal achievement of American Chemical Industry. According to a report of the U. S. Department of Commerce, many such medicines formerly obtained abroad are today produced in the United States.

Imports of synthetic medicinals of coal-tar origin have steadily declined from 153,157 pounds in 1929, to only 19,128 pounds in 1933. For the first three months of 1934 only 3,083 pounds of coal-tar medicinals were received from abroad compared with 5,588 pounds in the corresponding period of 1933.

This decline has largely been offset by the enormous increase in domestic production which has taken place in recent years. In 1931 sales of synthetic coal-tar medicinals amounted to 1,876,000 pounds. By 1932 sales totalled 6,090,000 pounds and the domestic industry was well on the way to supply our entire domestic demand.

Industrial alcohol is an important ingredient in the manufacture of many of these synthetic medicinal products.

U. S. I. A. PLANS BIG SUPER PYRO CAMPAIGN FOR COMING SEASON

Super Pyro, the anhydrous automobile anti-freeze, introduced by U. S. I. last year, will be promoted by a greatly increased merchandising and advertising campaign for the coming season. A nation-wide survey conducted in January, February and March revealed the fact that Super Pyro had enjoyed the widest acceptance and largest sale ever achieved by any new anti-freeze product in its first year. Nearly 2,000,000 gallons were sold by 22,000 dealers to more than a million motorists.

The sales policy behind Super Pyro in 1933 which provided dealers with a stable product that gave them a guaranteed margin of profit, will be continued in full force for this year. A firm, uniform retail price of 25 cents a quart, and rigid price and profit protection for jobber and dealer will be adopted in an effort to divorce Super Pyro from the evils of cut-price competition and other unfair trade practises often associated with the ordinary anti-freeze alcohol business.

New 54-gal. drum, decorated in brilliant three-colored design.

In addition to the advantages afforded the dealer and distributor handling Super Pyro, it offers five distinct advantages to the motorist:

1. **Full Strength**—greater protection against freezing.
2. **Rustproof**—protects against rust and corrosion.
3. **Lasts Longer**—soluble oil retards evaporation.
4. **Golden Color**—protects against substitution.
5. **Economical**—only 25 cents a quart.

The comprehensive sales promotion campaign planned for fall includes advertising in the Saturday Evening Post, newspapers in important cities, and billboards in big cities and on main highways. Super Pyro dealers will also be furnished with a complete line of dealer helps and station display material.

A novel feature of the campaign will be a $5,000 prize slogan contest in which contestants will submit slogans based upon the superior qualities of the product. The contemplated advertising and merchandising campaign is the most extensive ever put behind an anti-freeze in the popular-price field.

NEW USE FOR ANHYDROUS ALCOHOL IN DEEP-ETCHED LITHOGRAPHY

A new process for making deep-etched lithographic plates requiring the use of an anhydrous alcohol has been developed by the Lithographic Technical Foundation, Inc., which opens a new field for the use of this increasingly important product. In a report entitled "Processes for Making Deep-Etched Zinc Lithographic Plates"* recently published by the Foundation, the use of anhydrous denatured alcohol is advocated in overcoming problems involved in the present processes.

The deep-etched process, giving greater durability and reliability than the albumen or ordinary hand transfer methods, has become of increasing importance within the last three or four years. However, there are still a number of difficulties involved which are now overcome by the new and improved processes outlined in the report. For example, one of the methods commonly employed calls for the use of a concentrated ferric chloride solution. By replacing this with an anhydrous denatured alcohol-hydrochloric acid solution, the danger of the ferric chloride solution attacking the glue in undesired spots is removed.

The report states that the use of an-

(*Continued on next page*)

ALCOHOL LAWS AMENDED BY MASSACHUSETTS LEGISLATURE

Senate Bill 355 with amendments was passed by the Massachusetts State Legislature, Friday, June 29th. The same afternoon, House Bill 1602 carrying amendments and defining proof gallon was also passed.

Section 303-A, 303-B, 303-C, 303-D and 303-E of Senate Bill 355 which amends Chapter 94 of the General Laws, pertains to the sale of methyl or wood alcohol and preparations containing 3 percent. or more of same. It also amends Section 76 of Chapter 376 of the Laws of 1933. This Section permits the sale of Denatured Alcohol anywhere in the Commonwealth, and authorizes the commission to grant licenses for the manufacture, transportation, importation, exportation and sale of alcohol for mechanical, chemical or manufacturing purposes.

House Bills 1627 and 1648 were defeated; each of which referred to sales of alcohol by registered pharmacists.

One of the new Super Pyro 24-sheet poster designs, scheduled to appear on the highways this fall. Brilliantly lithographed in seven colors, and featuring the campaign slogan, "Super Protection with Super Pyro."

Published Monthly by the U. S. Industrial Alcohol Co.

CAUSES AND PREVENTION OF RANCIDITY IN TOILET SOAPS

The oxidation or rancidity of toilet soaps may be brought about or accelerated by a number of different causes, most of which are preventable. One obvious precaution is the use of high grade raw materials, the purity of the oils and fats used being to a considerable extent a measure of the stability of the finished product. Any perfumes used should be stable, unaffected by alkalies, and containing no injurious impurities.

The soap should be exposed to light, natural or artificial, as little as possible, and wrapped to withstand the most active light rays. It should be stored in a cool temperature. As copper is an accelerator of oxidation, its use in contact with the soap in the process of manufacture should be avoided. Where copper tanks, etc., are in use, chromium-plating is recommended.

A large number of ingredients have been recommended for addition to the soap base to prevent oxidation. Most of these are reducing agents which tend to fix the oxygen, and so prevent the development of oxy-acids. Among the additives suggested are the sodium salts of amino-benzene-sulfonic acids, or the acids themselves; the derivatives of polyhydric phenols which contain hydroxyl groups together with ethyl ether and ethyl groups; methylhydroxybenzoate and hexamethylenetetramine, with which lecithin may be effectively combined; sodium lauryl-sulfonate and sodium cholate; and the higher esters of para-oxy-benzoic acid.

Well-known antiseptic bodies tend to prevent rancidity, e.g., thyme oil, phenol, cassia oil, clove oil, eucalyptus oil, rosemary oil, lavender oil, salicylic acid and salicylate, boric acid and borate, cresylic acid and cresylate.

ANHYDROUS ALCOHOL FOR LITHOGRAPHY

(*Continued from preceding page*)

hydrous alcohol is essential to the success of the process as ordinary 188 proof alcohol contains sufficient water to soften the glue resist and allow penetration by the acid with disastrous results.

Ansol M, essentially an anhydrous denatured alcohol but free from the usual permit restrictions surrounding the use of specially denatured alcohol, is recommended in the report as a satisfactory product for this use. Ansol M is manufactured by the U. S. Industrial Chemical Co., Inc., and is readily available to the lithographer for this purpose in convenient size packages of 1, 5 and 54 gallons. Further particulars may be obtained by writing this company.

* © 1934, *Lithographic Technical Foundation, Inc., N. Y. C.*

UNUSUAL ALCOHOL DERIVED CHEMICALS

This is the first of a series of articles on some of the more unusual chemicals manufactured by the U. S. Industrial Chemical Co., Inc., using alcohol as the basic raw material.

Ethyl Chlorcarbonate

Ethyl chlorcarbonate, because of its molecular structure, is particularly well adapted to organic synthesis. It is the chlorcarbonic acid ester of ethyl alcohol and is produced by reacting phosgene gas with anhydrous ethyl alcohol.

Ethyl chlorcarbonate has been produced on a commercial scale exclusively by the U. S. Industrial Chemical Co., Inc., subsidiary of the U. S. Industrial Alcohol Co., for several years. Part of the production is used within the U. S. I. plants as an intermediate for reacting with anhydrous ethyl alcohol to produce diethyl carbonate but considerable tonnage finds its way into the consuming trade. It is confidently expected that many new commercial uses for ethyl chlorcarbonate will be developed when its characteristics and working properties are fully investigated.

Characteristic Chemical Reactions

A few of the characteristic chemical reactions of ethyl chlorcarbonate are as follows:

Formation of higher and mixed carbonates (introduction of the $COOC_2H_5$ group): Ethyl chlorcarbonate can be the base for mixed carbonates, one radical of which is ethyl (e.g. ethyl butyl carbonate). Ethyl phenyl carbonate would be another.

As an alkylating agent: Ethyl chlorcarbonate is an effective agent for completing the esterfication of acids: Ethyl acid sulphate reacted with ethyl chlorcarbonate yields diethyl sulphate.

Combinations with ammonia and organic bases: Ethyl chlorcarbonate reacts with ammonia to yield urethane—and with anilin to give phenyl urethane.

The literature contains many additional references to syntheses of chemical products derived from ethyl chlorcarbonate. For those interested a list has been compiled which is available on request.

Improvements in equipment, design and experience in manufacture have resulted in greater yields and consistent reductions in price, which now make ethyl chlorcarbonate available at a very moderate cost.

TECHNICAL DEVELOPMENTS

A patent has been issued for an **acid toothpaste** consisting essentially of a silica-water-glycerine gel. Durability and uniformity in the product are obtained by a combination of colloid-grinding and setting the temperature to between 40° and 70° C. The process transforms the gel into a sol, which is retransformed into a gel by cooling during slow stirring.

* * *

The Vitamin A potency of fish liver oils may be measured by means of a new spectrophotometric instrument, it is reported. Measurements are made visually from a sample of the oil dissolved to a known concentration in chloroform, with a photometric comparator whose scale gives readings that are a direct measure of the Vitamin A chromogen content. No special skill, training or color judgment on the part of the observer is required.

* * *

A simple test for the presence of water in anhydrous alcohol is to mix one volume of the alcohol in 20 volumes of gasoline. If water is present in any appreciable quantity it will separate and the mixture will be cloudy.

* * *

Face creams with antiseptic or germicidal properties are now being offered to the public. Chlorthymol, para-oxy-benzoic acid esters, and phenyl mercury nitrate and chloride are among the ingredients recommended as suitable to add to the cream.

* * *

Haemoglobin determination is among the latest uses for which the photoelectric cell has been employed. Based on the laws of light transmission of substances, utilizing light rays from a constant source of illumination, a newly developed instrument enables a busy laboratory technician to run through hundreds of blood samples quickly and accurately.

* * *

As an industrial adsorbent, activated alumina is now being offered to the trade. Inert, available in large quantities, it is said to completely adsorb moisture from gases, liquids and solids. Its characteristics are said to make it suitable for many new uses in industry and it is claimed that it can be repeatedly reactivated without deterioration.

* * *

Amyl-meta-cresol, now being manufactured on a commercial scale, is recommended for use in liquid germicides, as a mould preventive and as a germ inhibitor. Its vapors inhibit the growth of bacteria and in many instances kill them. It is relatively insoluble in water, but is soluble in alcohol, acetone and alkali. Over-concentration of alkali must be avoided, however, as it tends to diminish the germicidal effect of the amyl-meta-cresol.

* * *

A pressure filler, designed for the filling of pastes, greases and semi-plastic materials into open top containers, is now offered to the trade. The material is fed into a double hopper where an inside sleeve forces it into spiral conveyors and these in turn deliver it through an automatic valve into the container. Of compact construction, motor, scales, and conveyors are all incorporated in the unit.

U.S. INDUSTRIAL ALCOHOL CO.

WORLD'S LARGEST PRODUCERS OF INDUSTRIAL ALCOHOL

ETHYL ALCOHOL

SPECIALLY DENATURED-*All Formulas* • COMPLETELY DENATURED-*All Formulas* • ANHYDROUS-*Denatured* • ABSOLUTE-*Pure*

SOLOX-*The General Solvent* • PYRO-*The Standard Anti-Freeze*

PURE (190 PROOF) TAX PAID — TAX FREE

U. S. I.—U. S. P.-*Ethyl* • WEBB'S-*Ethyl* • SUNSHINE-*Ethyl*

Executive Offices: 60 East 42nd Street, New York, N. Y. Branches in all Principal Cities.

NEWS

Associations

Fight Perfume Counterfeits

Perfumery Importers Association has embarked upon a campaign to eliminate counterfeiting which, the association feels, has increased since the depression inaugurated the practice of bulk sales. As part of this program, the association has broadcast a booklet describing forms of this counterfeiting which have been designated as unlawful by the courts:

"1. To sell or advertise 'copies' of 'Shalimar,' 'Xmas Night,' 'My Sin,' 'L'aimant,' etc.

B. E. LEVY

E. L. NEWCOMB

P. C. MAGNUS

"2. To sell reproductions of "Shalimar,' 'Quelques Fleurs,' 'Toujours Moi,' 'L'Origan,' etc., etc.

"3. To print price lists in opposite columns in which the names of well-known perfumes are used in one column and in opposite columns the names of the so-called copies, reproductions, or imitations of such perfumes.

"4. To refill any bottle which has once acted as a container for genuine perfumes, even with a genuine perfume.

"5. To sell an imitation of a well-known perfume under a brand name not identical with the original but with a similar name—'Xmas Morn' for 'Xmas Night'—'Shalimay' for 'Shalimar'—etc., etc.

Members of the Perfumery Importers Association, Inc., are: Bourjois, Inc., Caron Corp., Chanel, Inc., Cheramy, Coty, Guerlain, Inc., Guy T. Gibson, Inc., Houbigant, Lanvin Parfums, Inc., Lentheric, Inc., Maurice Levy, Les Parfums De Rosine, Les Parfums Worth, Parfums Corday, Inc., Roger & Gallet, Yardley & Co., Ltd.

B. E. Levy, formerly with Coty, is president of the association, and Bernard M. Douglas, Jr., of Lord & Thomas is secretary. Recently Mr. Levy resumed the management of Coty, Inc.

N. W. D. A. Meeting

National Wholesale Druggists' Association will hold its sixteenth annual meeting at the Greenbrier Hotel, White Sulphur Springs, W. Va., October 1 to 4. S. J. McGiveran, of the Owens-Illinois Glass Co., general chairman of the committee on arrangements and entertainment, has announced the complete personnel of the committee as follows:

S. J. McGiveran, of the Owens-Illinois Glass Co., chairman; J. M. Buck, of Smith, Kline & French, Inc.; D. B. Clement, of Coty, Inc.; Aglar Cook, of the Topics Publishing Co.; C. D. Doerr, of the McKesson Minneapolis Drug Co.; H. R. Mayes, of the "American Druggist"; S. B. Penick, Jr., of S. B. Penick & Co.; S. L. Rairdon, of the Owens-Illinois Glass Co.; Harry J. Schnell, of the "Oil, Paint and Drug Reporter"; T. S. Strong, of Strong Cobb & Co.; G. L. Gentz, of Parke, Davis & Co.; T. E. Hicks, of the Modess Corp.; P. C. Magnus, of Magnus, Mabee & Reynard, Inc.; R. C. Treseder, of the Coca-Cola Corp.; W. H. Veeneman, of the Frankfort Distilleries, Inc.

Fight Maine Cosmetic Law

Associated Manufacturers of Toilet Articles, through its secretary, C. S. Welch, has issued the following statement regarding the Maine Cosmetic Law:

"We are advised by our counsel, Mr. Hugo Mock, and our counsel in Portland, Maine, Messrs. Verrill, Hale, Booth & Ives, that the Attorney General of Maine has consented to the signing by Judge Peters, U. S. Federal Judge, for the District of Maine, of a restraining order to prevent the enforcement of Chapter 278 of the Public Laws of Maine, of the Special Session 1933, and the regulations thereunder, until the constitutionality of such statute can be passed upon by a statutory court convened for that purpose.

"This statutory court will consist of three federal judges and it is hoped that it may be convened toward the end of July.

"We are further advised that there will be no attempt to enforce this particular legislation and the regulations thereunder until a statutory court has passed upon its constitutionality.

"We therefore recommend that you continue shipping your products to Maine until further notice is sent you by us."

It has also been reported that Bourjois and the L. K. Liggett Co. have instituted suits in equity in Maine questioning the validity of the law.

F. W. D. A. Meeting

The Federal Wholesale Druggists Association will hold a four-day convention in Providence beginning September 16, and an unusual program of day and evening entertainment is being arranged under the chairmanship of Percy C. Magnus. Beginning Sunday evening with a concert and motion picture, features for the following days will include special luncheons and dinners at picturesque points along the coast line, as well as theatre parties and dances. Local details of the entertainment are in charge of Geroge A. Raab, general manager of the Providence Wholesale Drug Company, who will act as host for the convention.

Salesmen's Golf

In the opening golf tournament of the Salesmen's Association, held at the Bonnie Briar Country Club, Larchmont, June 20, John M. Alvarez, of the Grasselli Chemical Company, was first in the class A division. Edward Orem, of E. I. DuPont de Nemours & Co., was runner-up, and Robert Brewer, of the Liberty By-Products Company, placed third. B. J. Gogarty, of the Rossville Commercial Alcohol Corporation, was the winner in the class B competition, with William Adkins, of Givaudan-Delawanna, Inc., and A. M. Harper rating second and third, respectively. The class A and B competition was based on handicaps.

The kickers handicap prizes were given to E. M. MacDonough, of the New York Quinine & Chemical Works, V. E. Williams, of the Monsanto Chemical Co. and Ruppert Rowe.

Neutral Powdered Soaps and Your Dentifrices

It has been stated on reliable authority that of all the products that enter dentifrices, there is probably none that is as useful and desirable in a tooth paste or tooth powder as a **pure, mild** and **neutral** soap.

Not only has neutral soap value as a cleansing agent, but it has antiseptic value which gives the dentifrice a decided advantage. It absorbs the fatty substances without attacking the teeth and acts as a lubricant to the tooth brush. This reduces surface tension and allows less painful penetration of the interspaces.

In choosing the proper type of soap you must consider these points—color; taste; moisture content; mesh; titre; free sodium carbonate; alcohol residue; water residue and iodine value. In addition of course, the soap must contain no free alkali.

POWCO BRAND Neutral Powdered Soaps offer you a selective buying basis heretofore unavailable. Allow us to discuss your soap requirements with you and to suggest which one of our wide range of Neutral Powdered Soaps is best suited to your particular product.

The Advantages of Concentrated Shaving Cream Base

A finished shaving cream, to meet with consumer acceptance must embody certain features:—
It must produce a copious, lasting lather.
It must liberate a minimum of free alkali so that the skin will not become irritated.
It must contain a beard softening ingredient and must produce a lotion-soothing effect upon the skin.
It must be a **cream,** not a **dough,** and must remain soft and creamy in consistency after having been tubed and marketed.

POWCO BRAND Concentrated Shaving Cream Base affords the manufacturer a medium for readily and economically producing a finished cream meeting these requirements. This Base is manufactured from triple pressed stearic acid, refined edible oils and is superfatted.

This method of manufacturing cream enables the manufacturer to produce a quality product at low cost, eliminating a tremendous amount of labor and many difficulties attendant to manufacturing cream by the usual method.

Tested Persian Quince Seed Extraction of Quince Seed Mucilage

By a series of tests, under exacting, controlled conditions, the following conclusions may be drawn relative to the extraction of the mucilage, or better, jelly from Quince Seed.

Ground Seed does not show a higher mucilage solution than the whole seed, thereby proving the contention that all of the mucilage is on the outside of the seed.

For speed in extraction, hot water is desirable but in order to secure all available mucilage, the water must be as hot as possible up to the point where color begins to appear.

The danger point of the test is at 65° C. or 149° F. **which should not be exceeded** but is sufficient for pasteurizing purposes.

By maintaining this temperature and stirring or agitating, the mucilage is extracted without discoloration.

A higher yield of jelly is obtained by boiling, but this always results in a colored mucilage.

POWCO BRAND Tested Persian Quince Seed gives you the most mucilage per dollar you expend.

JOHN POWELL & CO., Inc.
114 East 32nd Street, New York, N. Y.

Canadian Perfumers Meet

Canadian Perfumers and Manufacturers of Toilet Articles held its annual convention at the Seigniory Club, Lucerne-in-Quebec, June 5 and 6.

The new officers and committees for the coming year: George T. Creighton, president; Robert Carr, N. F. Dahl, vice-presidents; E. J. Reed, treasurer; G. H. Marceau, secretary; Miss Esther Shapiro, honorary assistant secretary; Miss Summerset, assistant secretary. Executive Board: the officers and J. R. Kennedy, T. A. McGillivray, G. A. Johnson, Eugene E. Darr, S. H. Beardmore, R. Martineau, Thomas Haughland, W. L. Linton, J. O. Deegan. Committee on Legislation: R. Minty, chairman; H. Rose, G. H. Marceau, Thomas Haughland, R. Carr. Committee on Importations and Tariff: G. H. Marceau, chairman and members of the Committee on Legislation. Committee on Fraternal Relations and Membership: J. R. Kennedy, chairman; J. D. Mooney, J. M. Catto, F. R. McBrien, C. W. Stephens, A. B. Burns, J. W. Patterson, A. E. Smith. Committee on Resolutions: C. G. Carmichael, chairman; G. G. Kaestner, A. Bellefontaine, G. F. Jones. Committee on Transportation and Freight Rates: R. F. Merkley, chairman; A. Borel.

Medicine Mfrs. Standards

Institute of Medicine Manufacturers has adopted the following uniform standard of practices:

"1. We will stand for honesty in manufacture and distribution; will not countenance misbranding, adulteration or counterfeiting and will discourage substitution and switching.

"2. We will respect our competitor's business and will not, without just provocation, attack him by name or implication and will not use advertising appeals which directly or indirectly undermine public confidence in our legitimate competitors or in the industry of which we are a part.

"3. We will make no therapeutic claims for our products, except those supported by biological, clinical or professional evidence of a substantial character.

"4. We will further the cause of truth and sincerity in advertising.

"5. We will avoid vulgar and obscene advertisements of all types.

"6. We will avoid "scare head" copy and advertising appeals which may tend to unduly frighten the public into panicky purchases.

"7. We will undertake as members of the Institute of Medicine Manufacturers to so conduct our business that the industry will be further dignified and public confidence in prepared medicines further increased.

"The adoption of these standards is a recognition of the fact that there are in the medicine industry, as in all industries, a few unsavory practices which can by cooperative effort well be overcome by the industry itself without the need of industry-wide, drastic and damaging legislation. It is hoped that the rigid application of these standards will indeed make legislation on the subject unnecessary.

"Believing that persuasion and reason are far more effective than force in such efforts, the institute is content at the outset to depend upon the alertness of its Board of Governors and officers to enforce the standards rather than to set up separate policing powers. The methods of enforcement are not as yet announced.

"The members of the Institute of Medicine Manufacturers aspire to be the leaders in the effort to show the public that reputable medicine manufacturers have the worthy motives and honest intentions, and have the interest of the consumer at heart."

Drug Institute Finances

Drug Institute, Inc., has issued the following statement of income and outgo since the formation of the organization to May 31, 1934.

Expenditures

Membership expense	$29,610.00
Codes (Retail—including advances to National Retail Drug Code Authority)	27,760.00
Legal and publicity expense and fees	19,890.00
Organization expenses	13,530.00
Annual and other meetings, and postage	4,840.00
All other expenses including salaries, wages, rentals and traveling expenses*	58,230.00
Total	$153,860.00

The Institute has collected to date $169,840.00 from the following divisions:

1. Pharmaceutical mfrs.	$19,570
2. Proprietary mfrs.	15,090
3. Toiletries mfrs.	3,920
4. Cosmetic mfrs.	3,020
5. Miscellaneous product mfrs.	9,580
6. Service wholesalers	16,430
7. Mutual wholesalers	2,490
8. Chains	14,790
9. Independents	82,650
10. Other retailers	800
11. Officers Trade Ass'ns	810
12. Deans, officers of Pharmaceutical Ass'ns., etc.	250
Associates	440

The membership is 37,195, divided among divisions as follows:

1	2,259	7	170
2	1,187	8	2,017
3	268	9	27 565
4	234	10	230
5	1,147	11	40
6	1,967	12	74
		Associates	37

*(No traveling expenses have been paid except for retailers attending official meetings and Institute officials traveling in behalf of the Drug Industry.)

Codes

Package Medicine Code Authority

In an election conducted by mail, June 15 to 25, in which 2,600 ballots were sent out, the members of the package medicine industry selected five representatives to constitute the code authority of the industry. The members selected are the following:—

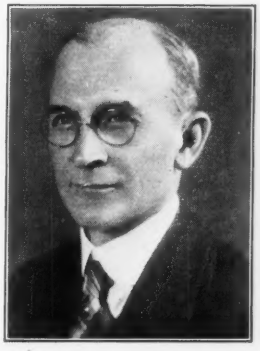
Frank A. Blair, of the Centaur Company, New York, president of the Proprietary Association.

J. Minor Ewing, of Toma, Inc., Ligonier, Pa., president of the United Medicine Manufacturers of America.

FRANK A. BLAIR

J. A. Handy, of the Larkin Company, Buffalo, member of neither association in the trade.

William Holloway, of Johnston, Holloway & Co., Philadelphia, member of the United Medicine Manufacturers of America.



EARL A. MEANS

Earl A. Means, of the Bristol-Myers Company, New York, member of the Proprietary Association.

Twenty nominees were named on the ballot. Under the industry's code no one association in the trade can have more than two members on the code authority.

Cosmetic Code Authority

Four additional members have been elected on the Permanent Code Authority of the Cosmetic Industry manufacturing trade, thus bringing the total membership of the code authority up to the required 7, plus an additional administration member.

The men elected are the following:

R. A. Clark of Inecto, Inc., New York, to represent manufacturers of the beauty and barber supply industries; H. S. Lyon of Comfort Manufacturing Co., Chicago, Ill., to represent the manufacturers of private

BENZOATE OF SODA
BENZOIC ACID BENZYL CHLORIDE
BENZALDEHYDE

Salicylic Acid
Acetyl Salicylic Acid
Sodium Salicylate
Methyl Salicylate
Minor Salicylates

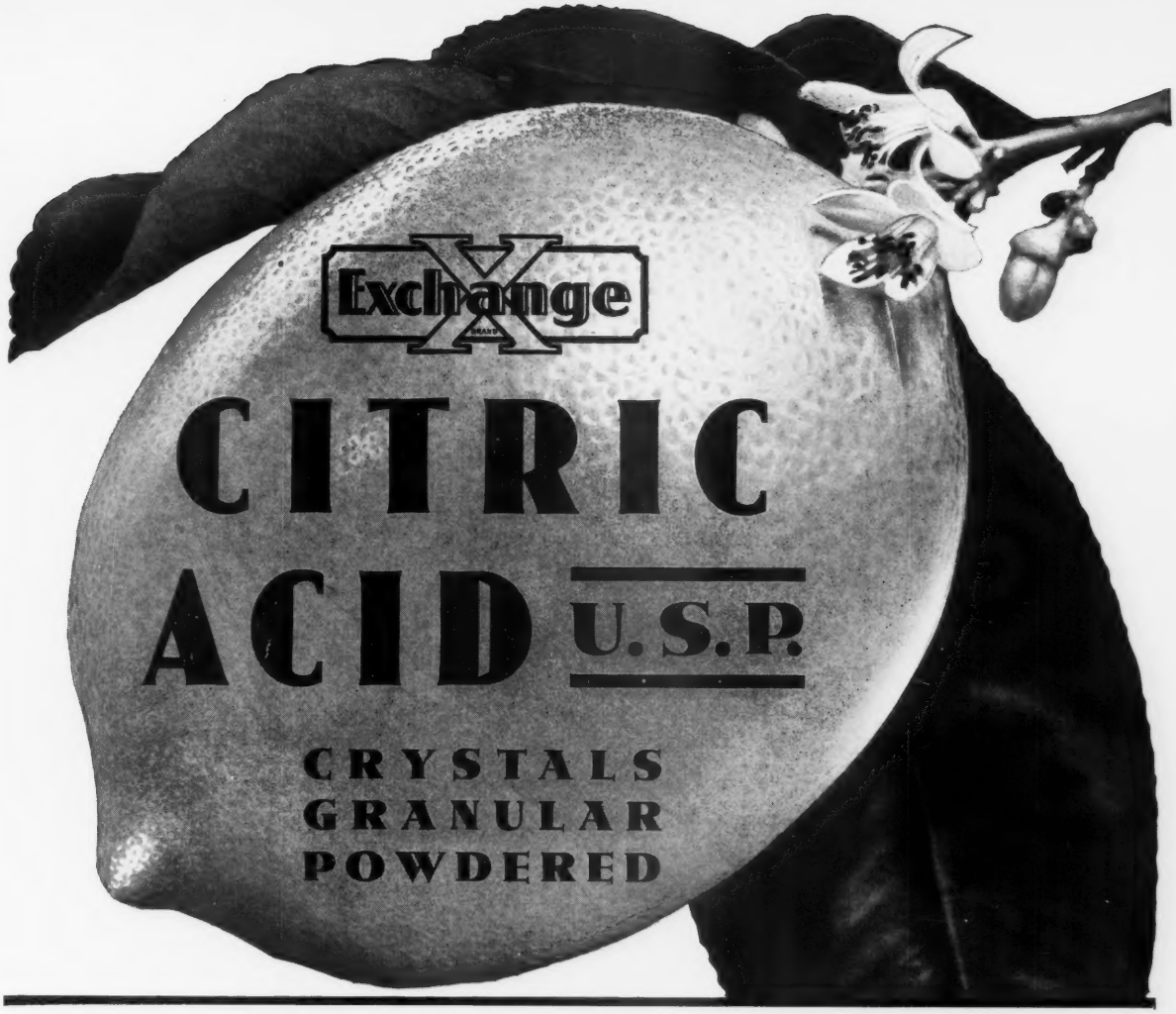
Formaldehyde
Para Formaldehyde
Hexamethylenetetramine
Glycerophosphates
Bromides

Silver Salts
Creosote
Creosote Carbonate
Guaiacol
Guaiacol Carbonate
Potassium Guaiacol Sulphonate

factories
GARFIELD, N.J.
PERTH AMBOY, N.J.

HEYDEN
CHEMICAL
CORPORATION
50 UNION SQUARE
NEW YORK

180
N. WACKER DR.
CHICAGO, ILL.



MADE FROM AMERICAN LEMONS

by the Exchange Lemon Products Company of Corona, California. Backed by the Sunkist group of 13,200 citrus growers—largest in the world.

Immediate shipments from warehouse stocks in New York, Chicago and Philadelphia. For prices on kegs, barrels or carloads, consult any of the following distributors:

NRA MEMBER U.S. WE DO OUR PART

DISTRIBUTED EAST OF THE ROCKIES BY

Mallinckrodt CHEMICAL WORKS, St. Louis, Philadelphia, New York, Chicago.
J. T. BAKER CHEMICAL COMPANY, Phillipsburg, New Jersey
DODGE & OLCOTT COMPANY, 180 Varick Street, New York.
NEW YORK QUININE & CHEMICAL WORKS, 101 North 11th Street, Brooklyn, New York.
SWANN CHEMICAL COMPANY, Birmingham, Alabama.
THE HARSHAW CHEMICAL COMPANY, Cleveland, Ohio.
CALVERT ANILINE & CHEMICAL CO., 225 Walnut Street, Cincinnati, Ohio.
THOMPSON-HAYWARD CHEMICAL CO., 29th & Southwest Boulevards, Kansas City, Missouri.

PACIFIC COAST SERVED BY

Products Department—CALIFORNIA FRUIT GROWERS EXCHANGE, Ontario, California

IN THE LAST ANALYSIS, THE SALES OF YOUR PRODUCT HINGE ON THE QUALITY OF ITS

BASIC INGREDIENTS

Almond Meal
Balsam Tolu
Benzoin Gum
Chalk (precipitated)
Chinese Shavings
Cuttle Fish Bone
FACTOLAC
Gum Arabic
Gum Tragacanth
HENNA
Henasoap Shampoo
Indian Gum (Karaya)
Talcum
Irish Moss
Lavender Flowers
Olibanum
Orris Root
Powdered White Soap

HOPKINS' NEUTRAL WHITE SOAP

Powdered, granulated. Contains NO soap bark, free alkali, free acid or heavy metals. Totally free of rosin, sugar and foreign matter.

QUINCE SEED

Choice qualities rich in mucilaginous content.

In your preparation, the chain of its ingredients is only as strong as its weakest link. Neither clever merchandising nor effective advertising can replace the product's job of "delivering the goods." For more than 40 years, America's outstanding toiletry successes have relied on Hopkins' Basic Ingredients for the tested, full-strength, true-to-name quality which has helped elevate them to their present position of leadership.

FREE ON REQUEST

SAMPLES, PRICES and PRICE LISTS OF HOPKINS' CRUDE BOTANICAL DRUGS and LABORATORY BASIC SPECIALTIES

"Quality is remembered long after price is forgotten"

J. L. HOPKINS & COMPANY 220 Broadway NEW YORK

W. H. B. BEESWAX
is
RELIABLE

More and more manufacturers are switching to W. H. B. BEESWAX because its *uniformity* of outstanding quality relieves them of headaches from the very foundation of their creams. W. H. B. BEESWAX is sun and air bleached only, 100% Pure and U.S.P. It costs no more than ordinary Beeswax and goes further. Ask for your free sample.

THE W. H. BOWDLEAR CO.
SYRACUSE, N. Y.

Representatives:

CHICAGO	BROOKLYN	DETROIT	PITTSBURGH
Riviera Products Co.	Mr. L. A. Barber	J. L. Matthieu Sons	Mr. J. C. Ackerman
215 W. Ohio St.	43 S. Portland Ave.	239 Chalmers Ave.	420 Oliver Bldg.

STEARATES

ZINC STEARATE
CALCIUM STEARATE
ALUMINUM STEARATE
MAGNESIUM STEARATE

Stearate of Magnesia
Light. Great Adhesiveness. Pure White. Immeasurable Fineness. Heavy if desired Dusts out under the puff like the finest pollen

Stearate of Zinc
Odorless. Impalpable. Pure White. Water Resisting. Great Adhesiveness. Light or Heavy as desired.

We are manufacturing the foregoing on a large scale. Deliveries in any quantity from one barrel to a carload. Prompt shipments.

STOCKS CARRIED: Chicago, St. Louis, San Francisco, Los Angeles, Kansas City, Mo., Des Moines, New Orleans

FRANKS CHEMICAL PRODUCTS CO., INC.
55 – 33RD STREET BROOKLYN, N.Y.
BUSH TERMINAL BLDG. NO. 9

brands and firms selling to syndicates; Jean Despres, sales manager of Coty, Inc., New York, to represent firms whose sales exceeded $500,000 in 1933; H. Clyde Balsley of Katherine A. MacDonald, Hollywood, Cal., as representative of firms whose sales were $500,000 or less in 1933.

The three members earlier appointed to the Permanent Code Authority were the three original members of the temporary code authority: Charles S. Welch, manager and secretary of the Associated Manufacturers of Toilet Articles; Ralph Aronson, vice-president of Bourjois, Inc.; and Fred Dodge, sales manager of Harriet Hubbard Ayer, Inc.

The administration member on the code authority is John W. Power of Washington, D. C.

Collapsible Tube Code Authority

National Recovery Administrator Hugh S. Johnson has approved the method of selection and recognized the personnel of a code authority for the collapsible tube industry. Members are:

Chairman, Stanley E. Rumbough, president, White Metal Manufacturing Co., Hoboken, N. J.; Frederick Remington, president, Peerless Tube Co., Bloomfield, N. J.; K. Kleinbeck, president, Atlantic Manufacturing Co., Newark, N. J.; H. S. Darlignton, president, A. H. Wirz, Inc., Chester, Pa., and A. W. Paul, president, Wheeling Stamping Co., Wheeling, W. Va.

People

Dr. Sampson Joins Merck

Dr. William L. Sampson has joined the research staff of Merck & Co. Inc. as a bacteriologist.

For the past five years Dr. Sampson has been associated with Rutgers University, College of Pharmacy as Assistant Professor of Biological Sciences where he taught Bacteriology, Bioassay and Biochemistry.

Dr. Sampson also worked with Dr. Wil-William Nyiri in teaching Clinical Pathology and with Dr. L. K. Riggs in nutritional research. He is a graduate of Lafayette College with the degree of Chemical Engineer and continued his studies in the Biological Sciences at Rutgers University.

George Evans to Bridgeport

George B. Evans, formerly president, McKesson-Gibson-Snow Co., Albany, N. Y., has been appointed sales manager, McKesson & Robbins, Inc., Bridgeport, Conn.

Vidulich Succeeds Brennan

M. G. Vidulich has become associated with Rose Laird as general sales manager, succeeding E. J. Brennan.

Fred Rauch Joins Penick

Frederick Rauch, long associated with the essential oil industry, has joined the sales department of S. B. Penick & Co. New York, as a metropolitan representative."

Brown Now V. P. of H. H. Ayer

Lillian S. Dodge, president, Harriet Hubbard Ayer, Inc., New York, has announced that J. Henry Brown, who has been connected with that company for twenty-two years, has been made vice-president.

Horace Bigelow Elected

Horace Bigelow, general counsel of the American Drug Manufacturers Association, and counsel for Parke, Davis & Co., Detroit, has been elected a director of the Detroit Board of Commerce.

HORACE BIGELOW

Volwiler Speaks on Vitamins

Dr. E. H. Volwiler, vice-president in charge of research of Abbot Laboratories, was among the speakers at the dedication of the first exhibit of pure vitamins in crystalline form at the Hall of Science, Century of Progress, Chicago.

Loebenberg Named Barrett V. P.

Alfred L. Loebenberg has been named an executive of the Barrett Co. to act in the capacity of vice-president and assistant to the president. He was formerly vice-president of the U. S. Industrial Chemical Co., Inc., which post he resigned to assume his new office. Previous to that time he served as director of manufacture and subsequently vice-president in charge of sales of the National Aniline & Chemical Co., Inc., a division of the Allied Chemical and Dye Corp.

T. W. Sill Joins Monsanto

Theodore W. Sill has been engaged by the Monsanto Chemical Co., St. Louis, as assistant manager of sales. He was for some time associated with E. C. Klipstein & Sons Co.

Willard Dow Elected

Willard Dow, president, Dow Chemical Co., has been elected director at large of the alumni association of the University of Michigan.

Bronk Joins Tourneur

Harold R. Bronk, formerly with McKesson & Robbins, Inc., and at one time secretary and treasurer of E. M. Laning & Co,, is now general manager of Tourneur, Inc., New York.

Thomas Named Guerlain V. P.

Herbert G. Thomas has been appointed vice-president of Guerlain, Inc., New York, and is in charge of the American branch of that house.

Piper—Sales Mgr. Pepsodent

Linn T. Piper, formerly assistant to the president in charge of sales of the O'Cedar Corp., is now sales manager of the Pepsodent Co., Chicago.

Zirkel Joins P. R. Dreyer

George H. Zirkel, for the past 13 years secretary of the C. E. Ising Corp., Flushing, L. I., has joined the staff of P. R. Dreyer, Inc., New York, as perfumer in charge of developing new products.

J. R. Smith Joins Smith Color

Smith Chemical & Color Co., Inc., Brooklyn, N. Y., has announced that J. Robert Smith has joined the organization and will represent the company in the eastern and southern cities.

Murphy—Metal Package V. P.

Edward D. Murphy general sales manager for the Metal Package Corp. for the past fourteen years, was elected vice-president of the company at the meeting of the board of directors, held June 26.

Tugwell Reports on Bill

Rexford G. Tugwell, Undersecretary of Agriculture, has addressed a letter to the personnel of the Food and Drugs Administration which reads as follows:

"It is a source of great regret to me that we have up to now failed to secure from the Congress legislation redefining the duties of the Food and Drug Administration. It had been my earnest hope that this might be done in the session which has just closed. It was made impossible both by the pressure of other business and through the opposition of the interests which would have been controlled by the legislation.

"I wish to assure all of you, however, that the efforts of the administration to secure a satisfactory law have not ended. They have only begun.

"You will have to work for a while longer with the antiquated and awkward

T. L. Pure White Beeswax

Extra Quality, is prepared from the highest and most costly grade of crude beeswax, carefully selected at its source and again, on arrival at the T. L. factory, examined piece by piece. It is 100% pure and higher than U. S. P. standards.

The high melting point and character of T. L. PURE WHITE BEESWAX imparts to the product a very high emulsion value. This property enables the cream manufacturer to use less beeswax in the preparation of the cream, with the assurance that the emulsion is permanent.

T. L. WHITE BEESWAX has been the standard of quality for over eighty years. Its constant uniformity gives the best results in making cold cream.

Pioneer Brand Pure Refined Yellow Beeswax

Extra Quality, 100% PURE and higher than U.S.P. standard. Made from the same high grade crude beeswax as the T. L. Brand, excepting that it is not bleached white. Because of its natural light yellow color it is especially adapted for lemon creams and like preparations.

THEODOR LEONHARD WAX CO., Inc.

Western Dist'r
A. C. DRURY & CO.
Importers
219 E. North Water Street
Chicago, Illinois

ESTABLISHED 1852
HALEDON, PATERSON, N. J.
LONG DISTANCE TELEPHONE: SHERWOOD 2-1444

Over 80 years of continuous business in the United States of America

Pacific Coast
ALBERT ALBEK, Inc.
515 So. Fairfax Ave.
Los Angeles, Calif.

Reg. U.S. **FALBA** Pat. Off.

ABSORPTION BASE

Is the KEYSTONE of all the better modern skin creams

IT PENETRATES

Absorbs five times its own weight of water or aqueous fluids. Allows the incorporation of dilute acids or alkalies, producing stable emulsions

IT IMPROVES

COLD — TISSUE — VANISHING
CLEANSING — SHAVING
CREAMS

We will gladly tell you how

Pfaltz & Bauer, Inc.
300 PEARL STREET - NEW YORK CITY

DERMALAC

A new concentrated rubber latex material that enables cleansing creams to ACTUALLY clean skin quickly and effectively. When compounded with waxes, oils, bentonite or clays, DERMALAC presents exceptional opportunities for the creation of new facial creams, massages and mask preparations. DERMALAC liquefies when heated and is completely free from ammonia odor.

Grade Samples Sent Upon Request

PATENTS APPLIED FOR

HEVEATEX CORPORATION

MAIN OFFICE
78 GOODYEAR AVE.
MELROSE, MASS.
Akron, Ohio

Chicago, Ill.

NEW YORK OFFICE
90 BROAD STREET
NEW YORK CITY
Detroit, Mich.

law now in force. You will do it, I know, with the same energy and patience you have used in the past. But sooner or later we shall have an adequate law under which to work in our efforts to protect the consumer. I shall work for it and so, I am sure, you will, as far as is consistent with your obligations. This is, therefore, a message of regret, but also one of hope."

Companies

Leigh Cosmetic, Inc. Formed

The business of Leigh Chemist, Inc., was purchased last month and reorganization plans are now complete, the company having been incorporated under the new name of Leigh Cosmetic, Inc., with offices and factory at 351 West 48 st., New York. The officers of the newly formed company are: Samuel C. Thomas, president and general manager; William Hardy, secretary; Phillip Thomas, treasurer.

In 1890, Dr. Charles N. Leigh, a well-known pharmacist and chemist, located at 152 Madison ave., New York, noted that among his many customers, who were socially prominent people and stage celebrities, there was a prevailing trend of interest toward finer cosmetics and toilet preparations. He therefore created several exceptional skin creams and lotions which became widely used. Among these products was the famous "Unguent Special Cream."

As public demand increased, a laboratory was established at 351 West 48 st., New York, where a complete line of high grade cosmetics and toilet preparations was developed. For many years these products enjoyed g r a t i f y i n g success through national distribution.

S. C. Thomas, the president of the new corporation, and Phillip Thomas, the treasurer, have long been associated in the drug business in New York, both retail and manufacturing. William Hardy, the secretary, has been connected with the Leigh company for fifteen years.

The object of the new firm will be to continue manufacture of the Leigh cosmetics and toilet preparations under the original formulas and methods, as well as to maintain the high standards of purity and careful supervision originated by the founder, Dr. Charles N. Leigh. The meritorious reputation enjoyed so many years by the name "Leigh" will be actively guarded and advanced in accordance with plans which are being formulated to bring back the well-known line of Leigh products to the public.

Ansehl Names Blank N. Y. Mgr.

O. T. Blank, for many years associated with the Benjamin Ansehl Co., St. Louis, has been appointed manager of the company's New York office.

Colgate Advances Blakney

J. H. Blakney, formerly assistant director of purchases, has been appointed director of purchases of Colgate-Palmolive-Peet Co., Jersey City, succeeding the late W. B. Chittenden. Mr. Blakney has been associated with the company for the past twenty years.

Ungerer Appoints Douglas Bell

Douglass J. Bell has been appointed southwest representative for Ungerer & Co., New York, dealers and importers of essential oils, synthetic aromatic chemicals, perfumes, raw materials and specialties. Mr. Bell, who maintains offices at 708 Sante Fe Building, Dallas, Texas, has covered that section in a selling capacity for several years and his territory for Ungerer & Co., will embrace the states of Texas, New Mexico, Oklahoma, Arkansas and a portion of Louisville.

Noxzema Sales Up

Noxzema Chemical Co., Baltimore, announces an increase in sales of 21% and an increase in net profit of 42%, for the first six months of 1934. The net earnings per share are $3.09 as compared with $2.12 at this time last year.

GEORGE A. BUNTING

In view of this increase the company has declared a Mid-Year Dividend of $1.50 instead of the regular $1.00 dividend to stockholders of record July 3rd, 1934.

The company now has two new items on the market—Noxzema Foot Cream and Noxzema Sun Tan Oil—Also we have a Combination Cleansing and Night Cream and Face Powder ready to be marketed immediately following the sunburn season.

Baum Buys Guimet Labs.

Guimet Laboratories, New York, formerly Storfer Laboratories, has been sold to Jerome E. Baum, formerly with Dermay. Benson Storfer, former owner of Guimet, will devote his entire time to Parfums Corday, of which he is president.

Merrell Celebrates Anniversary

Charles G. Merrell, president of the William S. Merrell Co., Cincinnati, celebrated the one-hundred-sixth anniversary, June 10, of the founding of the company with a dinner at his home. Gold service pins were presented by Mr. Merrell to the following:—Lee Wilsee, for forty years' tenure; T. A. Gatchell, fifteen years; Donald Merrell, W. A. Smith and E. S. Wood, ten years; Edward Boerger and Oscar Angulo, five years.

U. S. Bottlers Buys Polar

U. S. Bottlers Machinery Co. has purchased the Polar Engineering Co., and will hereafter manufacture and market under exclusive license the famous "Polar" stills.

"Polar" stills are made without tubular condensers found on all other types of water stills. This type of still which eliminates the use of condensing tubes was conceived and covered by patents issued to A. C. Jewell and transferred to the Jewell Polar Co. When this company became financially involved some years ago and their affairs were thrown into the Bankruptcy Court, these patents were bought by the E. B. Hayward Co., who made an exclusive license for the duration of the patents and any extensions thereof with the Polar Engineering Co. to manufacture and sell water stills under the Jewell-Polar patents.

The Polar Engineering Co. has been making and selling these stills and it is this company the U. S. Bottlers Machinery Co. has purchased and taken over its right to manufacture and sell under this exclusive license. B. L. Munson of the Polar Engineering Co. has joined the staff of the U. S. Bottlers Machinery Co.

Norda Names Henricksen Ch'go Mgr.

Arthur H e n r i c k s e n, vice-president, Norda Essential Oil & Chemical Co., New York, is now manager of the company's Chicago branch. Before becoming associated with the Norda organization, he had been with the Palmolive Co., Riker-Hegeman, V. Vivaudou, Inc., Bauer & Black, and J. R. Watkins Co.

H. H. Bartold continues in charge of sales at the Chicago, office.

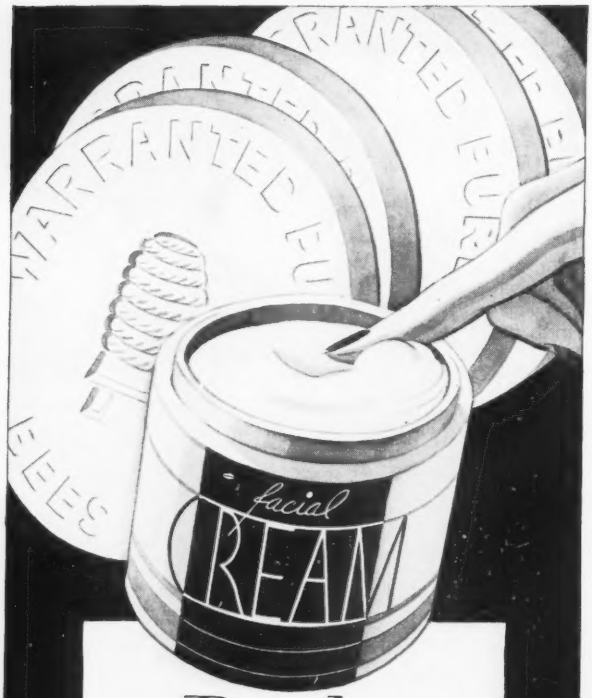
Dorothy Warren Cosmetics

Dorothy Warren Cosmetics has been formed in Newark by Dorothy Warren, who has been featured as a beauty expert on radio station WNEW of that city.

Bayer Aspirin Down

Bayer Co., New York, has announced reductions in prices of its aspirin packages. The tins now retail at 15 cents and the bottles at 25 cents.

FINE CREAMS REQUIRE PURE WHITE BEESWAX



Beehive
BRAND

● Pure white beeswax will produce a fine-textured, white cream which will win and hold your customers.

Beehive Brand Beeswax is refined from the best of crude beeswax by methods at once traditional with Will & Baumer and yet scientifically modern. Beehive Brand Beeswax is sun-and-air bleached in our own modernly arranged and equipped bleachery. Because of its superior quality, smaller quantities can be used with improved results.

If you are interested in investigating the possibilities for improvement in your products, just write for further information to:

Department A-1

WILL & BAUMER CANDLE CO., INC.
Established 1855 Syracuse, New York

Spermaceti Ceresine Yellow Beeswax
Composition Waxes Hydistear Red Oil Stearic Acid

TRAGACANTH
Powder Ribbons

●

QUINCE SEED

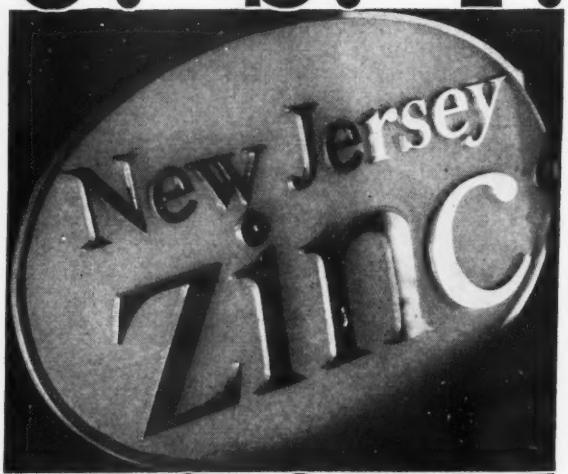
●

HENNA

NRA
WE DO OUR PART

W. BENKERT & CO.
INCORPORATED
Crude Drugs • Cosmetic Crudes
100 Gold Street New York City
Other Offices: DETROIT—CHICAGO—ST. LOUIS

U. S. P.



ZINC OXIDE

. . . . . by the pioneer manufacturer of zinc products . . . . . .

THE NEW JERSEY ZINC COMPANY
160 FRONT STREET, NEW YORK
Chicago Cleveland San Francisco

Bayer Co. Cited

The Bayer Co., New York, has been charged by the Federal Trade Commission with misrepresentation in connection with the sale of aspirin tablets. The company was to file an answer by July 13 showing cause why the commission should not issue an order requiring it to cease and desist from the practices complained of.

Among these practices are representations in advertising to the effect that only Bayer aspirin is genuine aspirin; that aspirin sold by competitors is not aspirin, is not so beneficial to the user as Bayer's aspirin, and is counterfeit or spurious. The commission alleges these assertions are untrue, declaring that the acetylsalicylic acid made and sold by competitors as aspirin has all the properties of acetylsalicylic acid sold as aspirin by the Bayer Co., also that the competing products are as beneficial as Bayer's, have the same properties as Bayer's, and are not counterfeit or spurious.

According to the complaint, the Bayer Co.'s advertising proclaimed in effect that Bayer tablets would quickly relieve any and every pain, including those from headache, neuritis, cold, toothache, rheumatism, and other ailments; also that any user may safely take as many Bayer tablets as necessary to relieve pain or cure disease or sleeplessness. Averring that its statement is based on medical opinion, the commission says there are persons by whom Bayer tablets may not safely be taken even in small or moderate doses, as well as persons who may not safely take into their systems amounts in excess of the prescribed or usual dose, while to some persons excessive use of aspirin is highly dangerous and may be fatal.

Reviewing the history of aspirin, the commission says that the Bayer Co. first sold the tablets as aspirin directly to the public in 1915; but that in 1917 its patent expired and the right to use the name, "aspirin," as the name of the product in connection with sales to the public became free to all: and that in 1918, the United States Patent Office cancelled the trademark registered in 1899.

Martine Haubret Appoints Miss Bell

Lillian Bell has been appointed sales promotion manager in the United States for the new Martine Haubret beauty preparations. She entered the cosmetic field over 15 years ago when she joined Primrose House. Later she went with Marie Earle and for eight years covered the country from coast to coast. She also introduced Worth perfumes in the United States and was American representative for 8 years. Recently she was with Scandia Jourde.

The Martine Haubret wholesale division is located at 100 Central Park Couth, New York. It is a new line with the basic ingredient of every item being herbs.

Merck's Chemical Almanack

In view of a continuing demand for copies of the "Chemical Almanack," which was distributed by Merck & Co. Inc., at the World's Fair in Chicago last summer, a second edition of this unique booklet has been published and copies are again being given to those who visit the Merck exhibit in the Hall of Science.

Paris Medicine Sales Up

For the fiscal year ending April 30, 1934, Paris Medicine Co., St. Louis, reports an increase in sales of 2.6% compared with the last fiscal year. Profits for the same period show an increase of 5.4%. The

H. B. GOLDSMITH

ratio of current assets to current liabilities is 9½ to 1, as of April 30, 1934.

For the last two years Paris Medicine Company sales and profits have been increased steadily without interruption. According to the management, business for the current fiscal year to date is running considerably ahead of last year and the company looks for an increase this year over last.

Polak Catalog

Polak's Frutal Works, Inc., New York, has issued a new catalog and price list of its essential oils, terpeneless oils, aromatic chemicals, perfume bases, flavoring materials, ethers, etc. Copies may be obtained upon request.

New Alsop Catalog

A new catalogue of "Hy-Speed" liquid processing equipment has just been issued by the Alsop Engineering Corp., New York.

During the past few months several new units have been developed and perfected by the company engineers. Among the new machines introduced in recent weeks are an automatic vacuum bottle filler, a syphon bottle filler, revolving accumulating tables, and new ultra-fine disc filters. The portable vacuum bottle filler has been redesigned.

The catalogue tells in full, the story of all these new machines and gives complete details about the rest of the "Hy-Speed" line of liquid handling equipment, including portable electric mixers, mixing units, glass coated tanks, etc.

Owl to Open 100 Stores

Owl Drug Co., Los Angeles, has announced plans to open 100 new stores on the West Coast.

Stanwick Buys Building

Stanwick Co., New York, "Joan Wallace" cosmetics, has purchased the building at 132 W. 22 st., in which its offices and laboratory are located.

A. M. A. Accepts

NEO-SYNEPHRIN HCL

Neo-Synephrin Hydrochloride, a vasoconstrictor manufactured by Frederick Stearns & Co., Detroit.

DILAUDID

Dilaudid, an analgesic closely allied to morphine and within the scope of Federal Narcotic Regulations, manufactured by E. Bilhuber, Inc., Jersey City.

A. M. A. Rejects

ASTHMOLYSIN & SPASMOLYSIN

Asthmolysin and Spasmolysin, marketed by H. H. Beisner, New York, because they are semisecret, unscientific preparations marketed under proprietary and therapeutically suggestive names with exaggerated and unwarranted claims, which tend to replace well-known drugs of proved effect in corresponding disorders.

Commercial Vitamin C

Hoffmann-La Roche, Inc., Nutley, N. J., has announced the production of Vitamin C on a commercial scale, and are marketing it under the name, "Redoxon."

Chemically, Vitamin C has the constitution of a hexane-2,5,6-triol-3-on-olid-4, 1, respectively of the desmotropic 2,3,5,6-tetraoxyhexane-(2)-olid-4,1.

Removals

HAZEL-ATLAS, PHILA.

Robert B. Reinhart, representing Hazel-Atlas Glass Co , announces the removal of offices and sample room to the Public Legder Bldg., Philadelphia.

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Proker Laboratories Inc. New York, announce the removal of offices to 400 Madison ave., that city.

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Pittsburgh Wholesale Drug Co., a new mutual organization, has been formed in that city. Harry Rice is president.

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Financial

Stocks Move Narrowly

Common stocks of concerns in the drugs and cosmetics field have moved over an extremely narrow range during the past month and entered July at practically the same level as of the first part of June. A comparison of drug and cosmetics stock prices over recent weeks with the level of the Standard Statistics Co. index of prices of 351 industrial stocks, follows:—

(1926 average equals 100)

1934	Drugs and Cosmetics	351 Industrials
June 6	83.6	79.5
13	84.8	83.0
20	84.3	82.0
27	83.5	80.9
July 3	83.4	79.5
1934 High	86.4	90.5
Low	71.0	77.5
1933 High	99.7	86.6
Low	53.9	38.7

Dow Profits Multiply

Dow Chemical Co. reports net profits for the year ended on May 31 as $3,577,651. This was equivalent to $5.39 a share on 630,000 shares of common stock, after deducting depreciation, taxes and dividends on preferred stock, and compares with $1,463,230 reported in the previous fiscal year. Total current assets were $7,397,211; total current liabilities were $1,982,842 and the general balance sheet total, $24,295,368.

American Home Earns More

American Home Products Corporation's sales for the first six months of this year, according to Dow, Jones & Co., will be somewhat greater than in the like period of last year, but increased costs will keep the net profit for the period down to approximately the $1.72 a share on 672,100 common shares earned in the first half of 1933.

Miscellaneous

Mercury Antiseptic Labels

Manufacturers of preparations of mercury recommended as antiseptics and disinfectants are warned by the Food and Drug Administrations not to make unwarranted claims for their products. Examination of the labeling of such preparations, the administration says, has revealed "serious misbranding."

Legal action will be taken, the administration says, against manufacturers whose mercury preparations are misleadingly labeled with respect to their antiseptic and germicidal properties. As a guide to the basis of its evaluation of such preparations, the administration has issued the following statement:—

"Mercury bichloride and certain other mercury compounds are effective at high dilution against *Eb. typhi* (*B. typhosus*), but, as usually recommended, fail to kill the common pus-forming organism, *staphylococcus aureus*. Actually a solution of mercury bichloride as strong as one per cent does not kill this organism in five minutes at room temperature. Mercury preparations inhibit the growth of *staphylococcus aureus* in high dilution, and in older methods of testing this inhibition has been wrongly interpreted as killing. This has been discussed and proper technique for testing indicated by Shippen (*American Journal of Public Health*, Vol. 18, page 1231, 1928) and by Ruehle and Brewer (United States Department of Agriculture Circular No. 198, pages 7-8, 1931).

"This property of mercury compounds must be taken into consideration when they are recommended for use in such preparations as germicidal soaps, disinfectants for surgical instruments, and similar products. For such uses they must be capable of actually killing *staphyloccus aureus* at the dilution and in the period of time for which they are intended to be employed."

Canada's Drugs Expand

Manufacture of medicinal preparations, the most important branch of Canada's chemical industry has made rapid expansion during recent years according to C. C. Concannon, Chief of the Commerce Department's Chemical Division. The industry, he points out, now consists of 154 plants, 10 new ones having been established in the last two years.

In 1933 the output of these Canadian plants was valued at $16,739,500 compared with $13,016,000 in 1932 and $13,611,000 in 1931. All classes of medicines and biologics are now manufactured in these plants.

While Canada is still an important market for American medicinals, exports to that country have declined considerably in recent years. In 1933 shipments of such products to the Dominion were valued at $725,400, a considerable increase over the preceding year when the value was $667,130, but was far below the 1933 level when Canada purchased American preparations valued at $1,362,200.

Abbott Telephone Sales Meetings

On July 3rd and again on July 6th the executives of Abbott Laboratories, in an effort to stimulate summer sales, spoke over long distance and trans-Atlantic telephone to groups of salesmen assembled in widely scattered cities in this country. This hook-up was one of the first of its nature used by any pharmaceutical manufacturer which extended to Europe.

Obituaries

Richard L. Watkins

Richard L. Watkins, founder and president of the R. L. Watkins Co., Newark, N. J., died in Prospect, Ohio, June 14, aged 69. With but comparatively little capital, he founded the R. L. Watkins Co. twenty-five years ago in Cleveland, beginning with the production and sale of a coconut shampoo.

Carl Schaetzer

Carl Schaetzer, vice-president, Van Ameringen-Haebler, Inc., New York, died in that city June 13, aged 59. He was founder of the Swiss company, Compagnie Morana, and in 1907 came to this country to take charge of the Morana business here. In 1909 he organized and became president of Compagnie Morana, New York. In 1929, when the company became part of Van Ameringen-Haebler, Inc., he became a vice-president of the latter company.

Otto P. Meyer

Otto P. Meyer, vice-president, Meyer Bros. Drug Co., St. Louis, died in Port Huron, Mich., June 20, aged 64. He was the son of the late C. F. G. Meyer, who founded the company in 1852, and had been associated with it since his graduation from the University of Michigan in 1892.

Alfred P. Gardiner

Alfred P. Gardiner, for twenty-seven years president, Radway & Co., died at his home in Philipse Manor, N. Y., June 30, aged 69. In 1901 he married Miss Adele Troup, niece of the late Dr. John Radway, originator of Radway's pills, and became head of the company. He held that position until 1928 when he retired.

Carl Fowler

Carl Fowler, executive vice-president, Wilson & Co., Chicago, died in that city June 30, aged 70. He had been inactive for the past six months due to illness.

Milton C. Bruff

Milton C. Bruff, chemist and until recently president, Iliff-Bruff Chemical Co., Hoopeston, Ill., died June 28, aged 44.

Mrs. Edward A. Olds

Mrs. Edward Allen Olds, widow of Edward A. Olds, founder of the Packer Manufacturing Co., New York, died June 15 in her home that city. She was eighty-one years old. Two sons, E. Allen Olds, president of the Packer company, and George S. Olds, vice-president and treasurer, and a daughter, Mrs. John Crothwaite, jr., survive.

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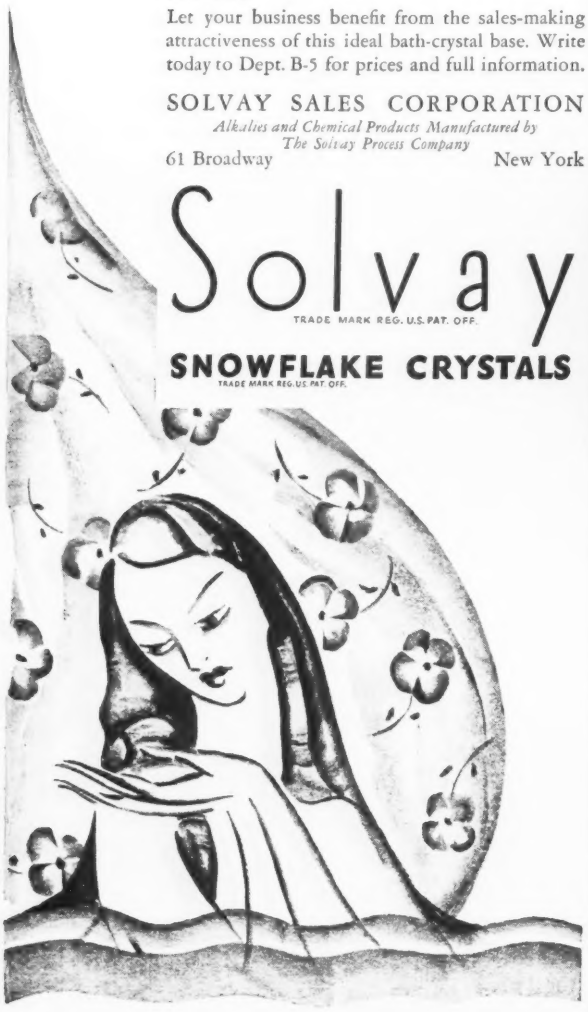

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RAW MATERIAL MARKETS

Peppermint Oil
Effects of Recent Drought on the New Crop.

Edited by Harry G. Kelbly

Over wide areas of America a savage sun has scorched and shriveled the very life out of the soil. Relentless Nature, man's eternal enemy, accomplishes in a few days what the administration in Washington failed to do in many months, boost the price of farm crops. All of which emphasizes again and very dramatically the important part weather plays in the lives of most of us.

Early reports of damage to the mint crop by drought conditions during the Spring months has resulted in sharp advances in the price of peppermint oil. Advances were from 85c to $1.00 per pound placing the spot New York price for natural oil at from $3.50 to $4.00 per pound. The American oils generally are in a much stronger position because of the lack of rainfall during the early growing season.

Whether the price advance in peppermint oil is justified by conditions or not is still problematical as production cannot be definitely determined until the crop is harvested and the yield of oil is known.

The Indiana crop seems to have been most severely affected by the prolonged dry spell that extended from the latter part of April well into May. Although the harvesting season is still about a month ahead it is said that in all probability the total production will not exceed 30 per cent to 50 per cent of last year's. This in itself would undoubtedly have serious consequences as Indiana of late years has become the largest producing region, in fact outranking Michigan in acreage planted.

The Michigan crop looks fairly good. As the acreage this year has been greatly increased over the acreage of 1933, there is all probability that—given a continuance of reasonable weather between now and the harvest sometime in August—the yield should at least equal the yield in 1933.

The Ohio crop on the other hand looks good and there are indications that the production in this state will be larger than it was last year. The California, Oregon and Washington crops all appear to be in satisfactory condition and it is estimated that the Pacific Coast crop will be at least twice what it was in 1933.

It would appear, therefore, that the loss of a good part of the crop in Indiana will be offset to at least a great extent by increased production elsewhere. The recent sharp price advances would seem to be more in the nature of protection against the possibility that production will be smaller than is necessary to meet requirements, rather than a definite prediction that such will be the case.

Commercial mint culture was introduced into the United States more than 100 years ago, when it became established as an industry in Wayne County, New York. Both peppermint and spearmint yield an essential oil which is the principal marketable product, although there is a limited use for the dried herb of peppermint. Peppermint oil, which is the most important of the mint oils, enters into numerous medicinal products, but its principal use is for flavoring candies, chewing gum, and tooth pastes.

From New York peppermint culture extended westward, first to northern Ohio and later to southern Michigan, where the first planting was started in St. Joseph County as early as 1835. The success of this venture led to the extension of the industry in the southwestern part of the State and into the northern counties of Indiana. The large areas of muck soil in this region were found to be so well adapted to mint culture that it soon became the center of production, while in central New York the plantings were gradually diminished until at present less than 50 acres are devoted to this crop in that section. The area planted to peppermint in Michigan and Indiana is reported to have reached 40,000 acres in the last few years. Only part of this area, however, has yielded productive harvests.

The success that attended mint culture on the muck lands of the Middle West naturally led to experimental plantings in other parts of the country where areas of similar land were available. About 20 years ago it was found that the soil and climate of western Oregon were very favorable for the crop, with the result that the Pacific coast is at present the second most important production center. Reclaimed muck lands along the Willamette River in Oregon and along the Columbia River in Oregon and Washington are now devoted to this crop to the extent of about 2,000 acres. Smaller areas in southwestern

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What chemical will dissolve dandruff?

What causes a vegetable oil to go rancid and what chemical will prevent rancidity?

Is lithopone in face powder injurious?

What causes a shampoo liquid to become turbid?

Is there a simple way to classify cosmetics to make research easy?

What is the best machine to use for making emulsions?

How can an emulsion be kept from separating?

Must a face cream be antiseptic?

What property must a sunburn preventative have?

Can sulfonated oil be used in tooth paste?

What is the best way to fill vanishing cream?

In what respect is a homogenizer superior to a colloid mill?

What is the difference between a vacuum and a pressure filter?

What is the most suitable type of liner for cream jars?

Can bleeding and sweating of creams and lipsticks be prevented?

What is the best way to arrange equipment for making cosmetics?

How many different ways are there for making powder?

What is meant by absorption base?

What is "white henna"?

What is a "color rinse"?

In what way can heavy quince seed and other mucilages be clarified?

What materials may be used to soften the beard?

Is barium sulfate or "blanc fixe" a good ingredient of face powders?

How can a lipstick be kept from crumbling?

Can sulfonated oils be used in cleansing creams?

What functions must a scalp tonic perform?

What are the ideal properties of a cleansing cream?

In what creams is lecithin used?

What causes pearliness in vanishing and shaving creams?

What are the functions of a tooth paste formula?

How can warts be removed?

What are eye cosmetics?

How are hand creams made?

What is a pony mixer?

In what way does ultra-violet light affect a sunburn preventative?

What chemicals are good preservatives?

Can the skin be bleached?

What causes blackheads?

How may freckles be removed?

Why is it necessary to chill some kinds of mouth washes before filtering?

What chemicals make good cosmetic antiseptics?

Should tooth pastes be made hot or cold?

What cosmetic property does coconut oil possess?

What is meant by the wetting action of lather?

Are soapless shampoos better cleansers than liquid soaps?

How is sodium lauryl sulfonate used?

What chemicals are the best deodorants?

How should a depilatory paste be made?

What is the difference between a paste and a cream rouge?

Should a foot deodorant be antiseptic?

Can a small cosmetic factory be laid out for less than $1,000.00?

Is a pebble mill as good as a pulverizer for making face powders?

What is the best way to clean sprinkler top bottles?

Is it necessary to use distilled water in cosmetics?

What is the best production shape for a cosmetic bottle?

What properties should a nail polish have?

How is nail polish cream made?

What will relieve sunburn?

Is sulfonated castor oil useful in scalp tonics?

What purpose in cosmetics is served by irritants?

How can oily scalp be relieved?

How many cosmetics should be chilled by artificial means?

How is hair softened for permanent waving?

What causes jelly brilliantines to separate?

In what cosmetics is rubber latex used?

What kind of hair preparations can be made with deodorized kerosene?

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TOILET POWDERS—Talcum, body powder, after shave, baby powder, foot powders, liquid powders, cream powders, cake powders, medicated powders. Mixing, perfuming and sifting. Production helps.

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MISCELLANEOUS COSMETICS—Muscle oil. Foot preparations: Corn removers, foot deodorants, foot bath powders, callous softeners, deodorizing astringent. Facial clays. Insect repellants, lotions, creams, powders. Preparations for insect bites, camphor ice. Wart removers. Styptic pencils. Eye lotions.

TABLE OF COMMON PRESERVATIVES—All the important preservatives used in cosmetics, including many new ones.

TABLE OF COMMON ANTISEPTICS—Inasmuch as antiseptic creams are becoming popular, this table will give the interested manufacturer data on all powerful antiseptics, many of which are new. In this table a group of antioxidants for preventing rancidity of vegetable oils will be found.

LIST OF EQUIPMENT—This section gives much helpful data on all the equipment used in the manufacture of cosmetics.

HOW TO LAYOUT A COSMETIC FACTORY—In this interesting section a great deal of the author's practical experience is made available to the reader in a clear, simple form, together with layout drawings for various types of building and various products.

PACKAGING—Here are described all the packaging materials used in the packaging of cosmetics. These uses and varieties of materials available and practical hints on how to package cosmetics properly.

BUYERS GUIDE—Approved sources of supply for raw materials and supplies, essential oils and aromatic chemicals, equipment and packaging, materials are listed in this interesting section.

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"Modern Cosmetics" is equally valuable for the chemist and production superintendent; for the non-technical cosmetic manufacturer; for the supply salesman of aromatics, chemicals, packages and machinery to the cosmetic industry. Clearly and simply written, it is a comprehensive, authoritative treatise on the principles and practical processes used in making cosmetics.

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Oregon and in the Yakima Valley of southern Washington bring the total area devoted to mint culture in the Pacific Northwest to about 3,000 acres. In the past few years the industry has also become established on the San Joaquin River lands in Tulare and Kings Counties, California. This year's plantings on the Pacific Coast are said to have been increased materially.

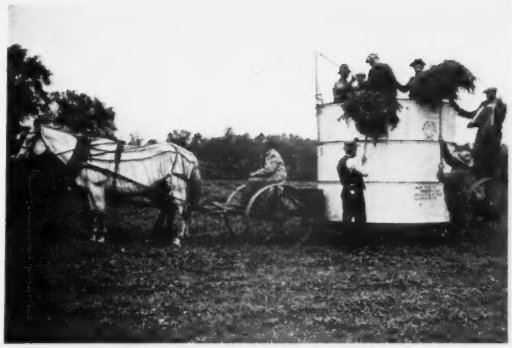
Peppermint, known botanically as Mentha piperita, occurs in two commercially important forms, usually referred to as black mint and white mint. Both varieties yield the peppermint oil of commerce, but they differ somewhat in their adaptiveness to the cultural conditions found in this country. The white mint is generally considered to yield a finer oil than the black mint, but it is noticeably less hardy and on the whole is less productive than the black mint. The latter was introduced into this country from England and is the variety now almost exclusively grown in the commercial mint districts.

In California most of the crop is ready in July, while in Oregon and Washington harvesting generally takes place from the 1st to the 15th of August. The later arrival of spring weather in the central district makes the harvest period there extend through August and sometimes well into September. In all these districts, however, unusual weather conditions in some years advance or delay the harvest several weeks. It would seem that this would be the case as regards the present crop. In the coast district two harvests are frequently obtained. In California especially, this practice is general, since the longer growing season and the late arrival of fall rains are favorable conditions for this purpose.

The cost of producing mint oil is variously estimated. The cost of preparing the ground, planting, cultivating, and harvesting is about $75 an acre, exclusive of fertilizers, taxes, and rental value of the land. Distilling costs are estimated at about 30c a pound of oil if the herb is of average quality. The class of labor available and the cost of hand weeding necessary are important factors. On the whole it seems to be the general opinion that under present conditions production costs run about $2.50 a pound on the average farm.

At such a production cost present market prices do not seem at all excessive but would appear to be about normal with the lower prices that prevailed heretofore being below a fair level.

The export trade in American peppermint oil is, and continues to become of ever increasing importance to American producers. United States exports of peppermint oil increased from 176,718 pounds in 1928 to 262,210 pounds in 1932, a total gain of 48 per cent during the five year



LOADING A TANK FORM WITH PEPPERMINT IN THE MICHIGAN FIELDS.

period. During the months of January to March 1934 inclusive shipments abroad amounted to 55,000 pounds as compared to 54,000 pounds for the similar period of 1933. The United Kingdom receives in the neighborhood of 50 per cent of United States peppermint oil exports, for consumption and reexportation. Germany is the second largest buyer, other important foreign markets being Canada, France and Australia.

It is interesting to speculate as to what effect higher prices will have on the export position of this material. Europe is a large buyer of Japanese dementholized peppermint oil which costs about from 80c to 90c per pound. While this cannot be used for all purposes for which peppermint oil is required, still there is likely to be substitution and adulteration should the price of American peppermint advance too sharply. It should be born in mind, however, that the purchasing power of foreign exchange in relation to the dollar is high so that the present price advance will be offset to a certain extent at least.

Essential Oils

SPEARMINT—Much higher prices prevail in keeping with the situation in mint oils generally. The situation in the primary was still to advance. The growth of the new crop was reported as poor and those with a fair stand of plants have taken an exceptionally strong view of the market. The disposition in the producing states is not to sell the new crop for later delivery as the expectation is still for higher prices. The market on spot reflected this condition being advanced sharply to the basis of $2.00 per pound.

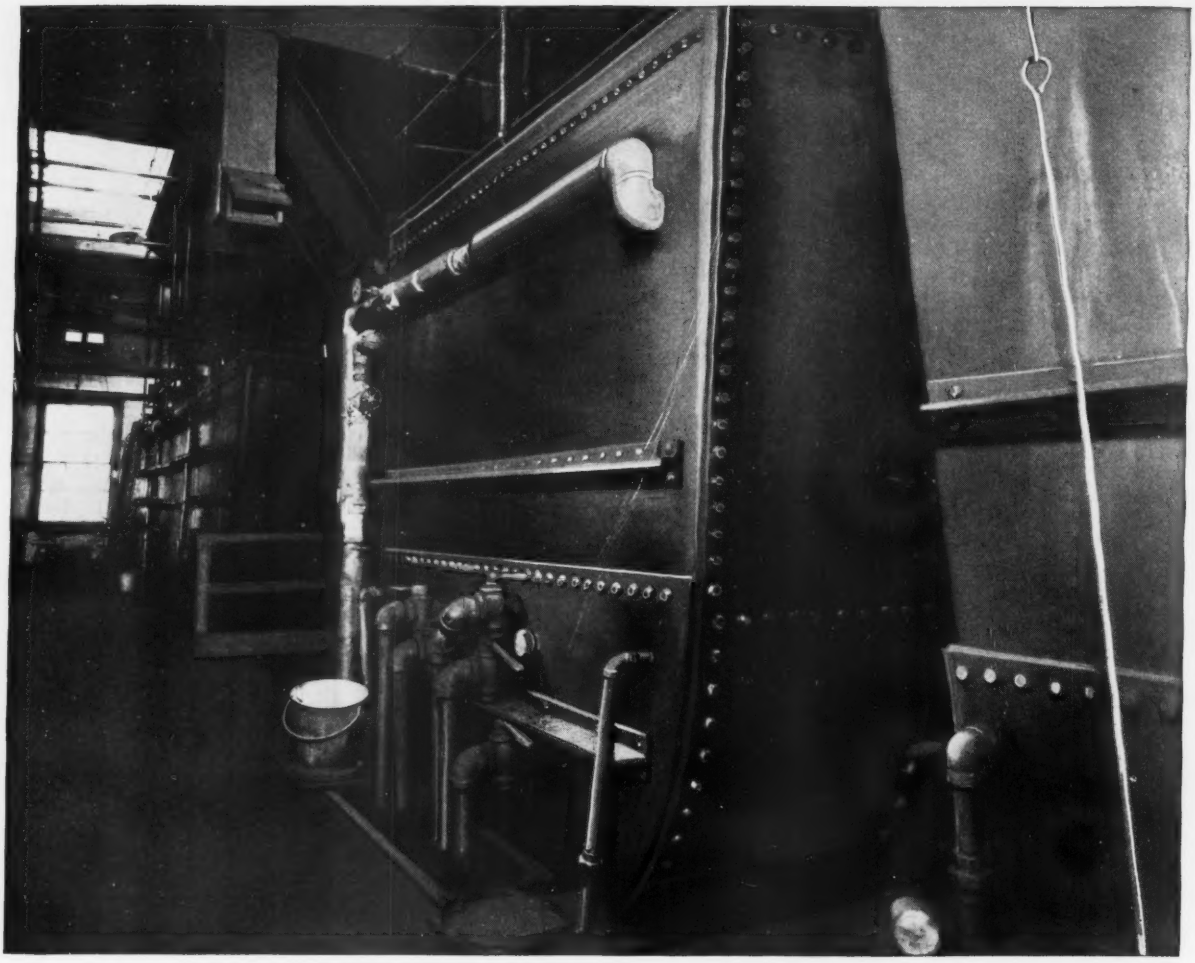
VETIVER BOURBON—Sharply higher and market continued firm undertones and was entirely lacking in any signs of even potential easing. Prices ranged from $9.00 to $10.00 per pound.

BULGARIAN ROSE OIL—The rose oil situation in 1933 improved notably as compared with 1932 reports Consul John McArdle, Soffa. The area under cultivation attained 72,985 decares (71,034 decares in the preceding year) and the rose flower crop reached the record figure of 12,639,000 kilograms, as compared with 7,746,000 kilograms in 1932. Owing to exceptionally favorable climatic conditions the yield was very satisfactory, 1 kilogram of rose oil being distilled from an average of approximately 3,600 kilograms of roses, as compared with an average of 3,900 kilograms required in 1932. Production of rose oil reached 3,450 kilograms, as compared with 1,891 kilograms in the preceding years. The Agricultural Bank of Bulgaria having a virtual monopoly, according to recent legislation, the greater part of the 1933 product was distilled by cooperative associations under the direct control and supervision of that bank, which now holds large stocks of rose oil. Further improvement is expected, in view of the fact that the 1933 exports attained approximately 1,480 kilograms, as compared with 919 kilograms exported during the preceding year, at a slight average increase in price.

CAMPHOR OIL—Imports into the United States during the first four months of 1934 amounted to 380,000 pounds valued at $38,000 as against 560,000 pounds valued at $20,000 during a like period of 1933 and 800,000 pounds valued at $61,000 during a similar period for 1932. There was a marked increase in the import value per pound.

MUSK—United States imports of musk obtained from the musk deer in China and used as a fixative in the manufacture of perfume, amounted to 153 pounds valued at $26,500 as against 61 pounds valued at $6,000 during the first four months of 1933 and 48 pounds valued at $7,200 during the first four months of 1932. The declared value per pound during the current year has averaged $173 or considerably more than during a similar period of 1932 and 1933.

CIVET—Imports into the United States of civet obtained from the civet cat and used as a raw material in the manufacture of perfume, and originating largely in tropical Africa, amounted to 2,060 pounds valued at $3,500 during the first four months of 1934 as against approximately 1,200 pounds valued at $1,700 during a like period of 1933 and 2,500 pounds valued at $4,100 during a similar period for 1932.



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Higher Prices Prevail For French Flower Oils

An Explanation of the Trend

One of the features of the current essential oil market is the sharp advance in the price of French flower oils. Producers in the Grasse region have been forced by circumstances to raise their prices on Neroli, orange blossom, rose and jasmine by about 50 per cent to 60 per cent in order to meet present conditions now prevailing in France.

As regards Neroli, the Grasse houses for the past few years have been overloaded with stocks. It took several years to adjust production to the present consuming requirements but it is now said that the stocks that have previously given trouble have all been absorbed and that the present crop will be about 1/3 less than last year.

It is the present policy of Grasse houses to pay prices that will insure a decent living to growers and at the same time avoid prices that will be so high as to seriously effect consumption.

When comparisons are made between the present price of Neroli at $100 per pound, and the prices that prevailed some years ago, it will be realized that the price before the recent advance was abnormally low and present prices are about normal for this item.

Reports are already current here to the effect that should this item advance further, resource will be had to the use of synthetics. It should be pointed out, however, that neroli is used almost exclusively for its freshness, whereas synthetics are somewhat in reverse of this requirement.

To a great extent the higher prices for rose oil have been the result of the abandonment by growers of this item. The demand has materially declined of late as there is said to be no outstandingly successful perfume using rose as a base. Very few fields are said to be under cultivation but that the yield has been exceptionally good or the price would still be higher than now prevails after giving full effect to the recent sharp advance. Grasse houses have been compelled, and willing, to give more to growers as an encouragement to production.

From the latest news to hand, the crop of orange blossom will be late. In the sea-board regions, it was not started until about the 10th of May.

On the other hand, owing to the winter having been particularly damp in the other regions of the South of France, the green parts of the bigaradiers have developed at the expense of the buds which appear in small numbers on the trees.

Everything points, in consequence, to a small crop, less than the average, which will confirm the rising tendency of prices.

An interesting scale of prices has been worked out for this item which is expected to do a great deal of good in keeping a more even balance between supply and demand and so prevent abnormally low prices or exceptionally high ones.

Demand has been established from previous statistics at a set level. When production rises to a certain level above the maximum considered advisable a sliding scale of prices sets in which would have, it is expected, the tendency to reduce production. On the other hand, should production decline below a set level, a rising scale of prices previously figured out goes automatically into effect as a stimulation to production. This is the first time such a policy between the Grasse houses and the growers has been tried and if successful it is likely to be extended to include other items.

Jasmine prices were characterized as below normal, the recent advance being merely an effort to reach a reasonable figure. Before this could be done all old crop accumulations had to be disposed of. It is now said that the carryover stocks have been consumed and prices advanced accordingly.

ORANGE FLOWERS BEING GATHERED IN THE GRASSE DISTRICT

PICKING JASMIN IN THE GRASSE REGION

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Named by Sir Humphrey Davy, but actually discovered in 1811 by the French pharmacist, Bernard Courtois, Iodine has taken its place among the indispensable antiseptics.

It occurs in nature in the caleche, or hard pan of the Chilean nitrate fields, and in the subterranean waters of Java and California; it is likewise derived from kelp, a seaweed found on the coasts of the Atlantic and the Pacific.

Iodine is used primarily in medicine, most frequently as Potassium Iodide, for a variety of purposes. It is of especial importance in the diet of man and animal, serving as it does to control particular types of goiter caused by a deficiency of Iodine in the food or water supply.

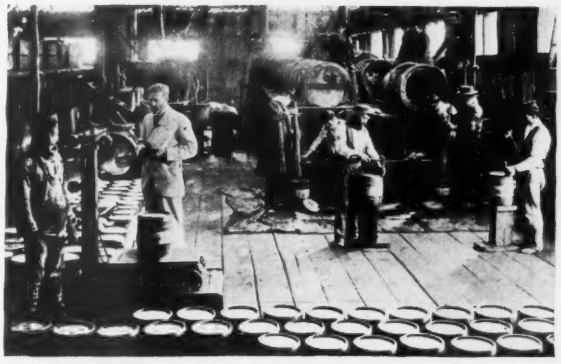
In industry, the chief function of Iodine lies in the manufacture of photographic emulsions.

CHIPPING THE WOOD OF THE CAMPHOR LAUREL

A SOURCE OF CITRIC ACID. LEMON GROVES IN CALIFORNIA.

Photos Courtesy Merck's Almanack

IODINE EXTRACTION IN CHILE



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Fine Chemicals

The past trading period in fine chemicals appeared to be quiet with comparatively few price changes in materials of major importance. Cod liver oil was somewhat lower but the principal market groups occupied a steady price position and demand for the most part continued to hold well up to volume reported in recent weeks. Undertones were steady and there were few signs of early unsettlement.

GLYCERIN—Strength in crude was laid to absence of substantial offerings. Holders continued to be reserved and disposed to ask prices higher than most manufacturing consumers were willing to pay. Chemically Pure was firm, with the movement being reported about normal in size for this season of the year.

ALCOHOL—Distillers have announced a slightly lower price schedule on formula number 5 completely denatured alcohol for anti-freeze purposes for delivery up to March 31, 1935. The new schedule is as follows: One to two carlots in drums 34c per gallon; three cars or more 33c per gallon; and one to four drums 42c per gallon f.o.b. the distillery.

Basically the market is not in a very firm position. It must be realized that practically these same prices prevailed when the anti-freeze prices were named last year at which time molasses, the raw material, was selling at 3½c per gallon. Today with prices substantially the same molasses is selling at 6½c per gallon. It will be seen that the new schedules for number 5 alcohol failed to reflect the advance in cost of production. It was reported that the present prices were based on what it was thought the consuming trade could stand.

An increase in the number of distillers operating today over those in the field a year ago was also a factor in the situation. These new factors are determined to break into the market and the resulting competition had its effect on shaping the new schedules.

As regards specially denatured alcohol, business for delivery during the third quarter was being accepted at current rates. The market was no more active than might be expected at this season when movement is usually slow.

SANTONIN—Imports of santonin and its salts into the United States during the first four months of 1934 amounted to 675 pounds valued at $29,000, or an average value of $43.00 per pound as against 1,000 pounds valued at $50,000, or an average of $50 per pound during the corresponding period of 1933.

MENTHOL—Movement on spot remained exceptionally dull. Buyers seemed to realize that stocks in this country were very large with no chance of a shortage. Some factors seem to feel that because of the large holdings here importations from Japan might show a decrease in the future and thus relieve the primary market of some of the strength that has resulted in the maintenance of shipment quotations.

Discussion was noted as to the likely effect the higher prices for American peppermint oil would have on Japanese menthol. It was pointed out that Europe is a large buyer of dementholized Japanese peppermint oil at prices that range from 80c to 90c per pound. If Europe should consume more of this dementholized Japanese peppermint oil because of the higher price for the natural American oil and Japan could obtain say $1.25 to $1.50 per pound for the dementholized oil, it was pointed out as a possibility that they could reduce the price of menthol. This might be done if the new crop of peppermint which is now about ready for cutting should prove as heavy as that of last year. It seems logical to assume that with the heavy buying here so far this year, the United States at least will not be such a heavy buyer of the new crop.

Both the quantity and value of imports of menthol principally from Japan increased in the first four months of 1934 to 201,000 pounds valued at $388,000, from 112,000 pounds valued at $216,000 for the equivalent period of 1933.

BEESWAX—Reports showed it was increasing difficult to obtain offerings of bleachable and the price tendency was upward. African wax also tended upward, the import price being higher than the cost to import other varieties. However, Brazilian and Chilean were also varieties of prominent strength.

Price Indexes

The rise in the essential oil index for July was sufficient to counteract declines in the others and led to a net increase for the fifty commodity index. This rose from 68.1 in June to 68.3 in July.

The medicinal chemical average declined to 75.4 in July from 75.9 in the previous month; the decrease in cod liver oil from $25.50 to $24.00 overbalanced the slight rise, from $2.70 to $2.75, in quotations for menthol.

Five commodities in the botanicals index changed in price, the net effect being a decline of one unit, from 67.6 to 66.6. Aloes rose from 13.5 cents in June to 15 cents in July; balsam tolu changed from 70 cents to 60 cents; belladonna dropped from 25 cents to 22 cents; buchu increased one cent to 26 cents; cascara sagrada was lowered from 9 cents to 8 cents.

The essential oil index jumped from 53.5 in June to 55.0 in July. Bois de rose was quoted higher, advancing from $1.25 to $1.35; geranium declined to $6.00 from $6.50; peppermint rose sharply from $2.55 to $3.50 on news of crop damage by drought; rose oil increased 50 cents to $8.00.

Changes among cosmetic raw materials averaged downward, with the index in July at 72.3, comparing with 73.3 in June. Balsam copaiba decreased to 26 cents from the previous 28 cents; balsam tolu was also lower, dropping from 70 cents to 60 cents; candelilla wax fell back to 14 cents from the 15 cent quotation of the past two months; Japan wax was at 6¾ cents instead of the previous 7 cents; lanolin declined one cent to 16 cents; menthol rose 5 cents to $2.75; stearic acid was one-half cent higher and quoted at 10¾ cents.

Bismuth

Originally confused with other metals, Bismuth was isolated in the 18th Century by researches of Pott, Geoffroy and others.

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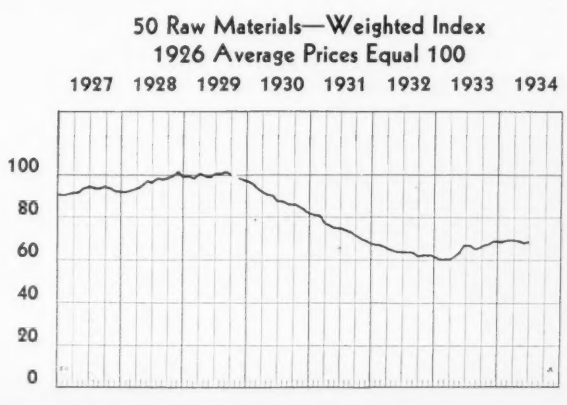

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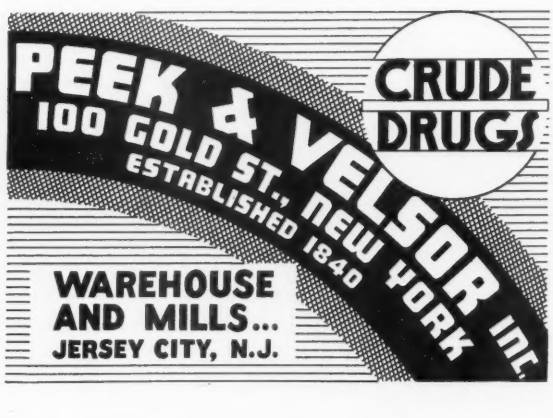

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CINCHONA—The growing of cinchona bark in Formosa as a project of the Japanese government is announced by Hosken & Co., quinine importers, New York, and world-wide sales agent for the Hoshi Pharmaceutical Company, Tokio, the Japanese manufacturer of quinine. The cinchona plantations will be developed under the direction of H. Hoshi, president of the Tokio company.

The head-hunters of Formosa are to be partners in the government enterprise that is expected to free Japan from the control now exercised by the Dutch cinchona bark and quinine monopoly. For years Japan fought the natives to obtain camphor, forcing them back into the interior and holding them there by means of a steel wire fence stretched across the island and charged electrically with a high voltage current.

It is now proposed to plant the territory with cinchona bark, the seed to be obtained from Ryisha and Chihon. Plantings have been made in the district and an exhibition of cinchona trees and bark grown in Formosa recently attracted large crowds at the Imperial University, Tokio.

A successful issue for the project will mean that Japanese quinine may once more be sold in the United States in competition with the Dutch, who maintain a monopoly on the quinine business in this country by controlling the raw material.

The project calls for an annual production of more than 15,400,000 pounds of cinchona bark by March, 1944. By that time 29,650 000 acres are scheduled to be under cultivation. Plants to cut the cost of cinchona bark below that in the Dutch East Indies are clearly defined.

SUGAR-CANE PLANTATION IN CUBA.

Cod Liver Oil

Slightly easier market prevailed on spot due to the off season for this item. Prices ranged from $24.00 to $27.00 per barrel as to quantity and brand. Imports of cod liver oil rose sharply in 1933, reaching 3,432,600 gallons valued at $1,711,000, compared with 1,248,000 gallons valued at $804,375 for the preceding year. While imports during the first four months of the current year declined to 1,163,000 gallons from 1,260,000 gallons received during the like period of last year, the value rose from $519,271 to $680,000. The invoice price for the first four months of 1934 averaged 58.5 cents per gallon, compared with 50 cents for the whole of 1933 and 64.5 for 1932.

General imports of cod liver oil into the United States from Iceland during the past three years are respectively 1931, 195,808 gallons, valued at $147,201; 1932, 143,121 gallons valued at $81,086 and 1933, 533,112 gallons valued at $267,157.

Senna

Forward prices for new crop Tinnevelly leaves and pods are steady. Some shippers are only offering small lots. Alexandrian leaves are bringing full prices on spot and it is not expected that any further shipments of choice selected pods will be received this season. In fact some predict that a shortage may be experienced during the coming months.

Imports of senna into the United States from Egypt and other source countries during the first four months of 1934 amounted to 185,000 pounds valued at $7,300 as against 327,000 pounds valued at $14,000 for a similar period of 1933.

Sugar

Because of its scarcity, Sugar was first used in Europe as a medicine and not for the delectation of the palate.

Derived chiefly from the sugar-cane, which is grown in semi-tropical countries throughout the world, Sugar is now one of the most common of foodstuffs. Its chief by-product is molasses, which in turn yields Alcohol by fermentation.

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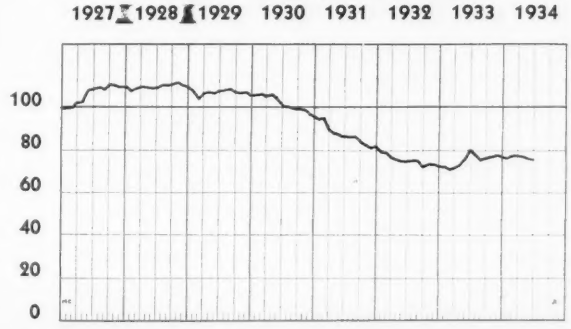
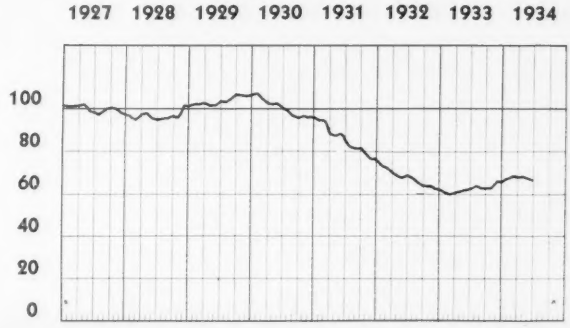
From the medicinal standpoint, the primary service of Alcohol is in the manufacture of Ether, without which the progress in medical surgery would hardly have been possible.

GUM MYRRH—Imports into the United States during the first quarter of 1934 showed a downward tendency. However, the import value per pound increased. Details were as follows: 1932 14,700 pounds valued at $1,800; 1933 31,000 valued at $3,700; 1934 (Jan.-Mar.) 4,400 pounds valued at $800.

15 Medicinal Chemicals—Weighted Index
1926 Average Prices Equal 100



15 Botanicals—Weighted Index
1926 Average Prices Equal 100



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Botanicals

Conditions changed little in the market for botanicals during the past trading period. For the most part conditions favored those buyers who were disposed to place forward delivery orders at this time. The fact remains that European reports have not been at all favorable so far as growing conditions have been concerned and there are some dealers who expect higher prices. Collection of domestic botanicals also tended to be on the small side because of the low prices paid to those engaged in gathering the crude drugs. Many dealers are of the opinion that this must eventually result in higher prices for the domestic articles.

CHAMOMILE—Continued strength was the keynote to the position of this item. Production in Central Europe was seriously affected because of the drought that prevailed during the early growing season. The probable shortage turned all sellers toward a strong view of the market. On spot prices were advanced again to the basis of from 42c to 45c per pound. The tendency during late trading was still upward.

PSYLLIUM SEED—The market is without feature. Comparatively little business is passing in French seed. Importers are offering spot goods at 10½c to 11c a pound but there are rumors about the trade to the effect that these figures might possibly be shaded on a bid.

Imports of psyllium seed into the United States during the first quarter of 1934 amounted to only 459,000 pounds valued at $35,000, or less than one-tenth of the entire imports for 1933. The declared invoice value, however, amounted to $0.076 a pound as against $0.055 for 1933.

Details of the trade are shown on the following table:

	Pounds	
1932	5,503,000	$466,000
1933	4,628,000	259,000
1934 Jan. March	459,000	35,000

BAYBERRY WAX—Quotations 1c per pound higher at from 26c to 30c per pound as to quantity. The market on spot was in keeping with the import position. Demand, however, was not very prominent.

Vanilla Beans

Bourbon beans were again advanced 25c per pound for the lower quality range putting this grade on the basis of $2.75 per pound inside. The range as to quality was to $3.50 although the best grade of prime Bourbons was not put up further.

The market was subject to the strong position abroad. It was said that from 25 per cent to 30 per cent of the Bourbon beans available were being held in the producing islands because of the regulations and restrictions instituted to establish a quality standard for export material. While these beans will undoubtedly eventually find their way into consuming channels it will probably not be until such time as a more pressing demand develops.

Mexican beans sold at unchanged levels although the shortage that existed for some time now is just becoming generally recognized by those consumers who, because of the low prices previously prevailing on the Bourbons, had temporarily at least disregarded the Mexicans entirely. Receipt of the next crop of Mexicans is still some months in the future so that every indication points toward a continued strong market.

STRAMONIUM—Imports of stramonium into the United States decreased during the first quarter of 1934; however, they were proportionately greater than during the same period of 1933. Details of the trade during the past two years and first quarter of 1934 were: 1932 151,000 pounds valued at $8,500; 1933 342,000 valued at $19,700 and January-March 1934 117,000 valued at $13,000.

IPECAC—Imports into the United States in 1933 amounted to 16,000 pounds, valued at $8,000, compared with 36,000 pounds valued at $21,000 during 1932.

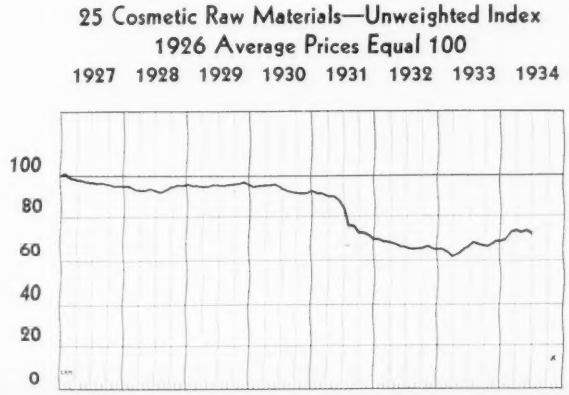
MEXICAN VANILLA BEANS ON THE GROWING VINES

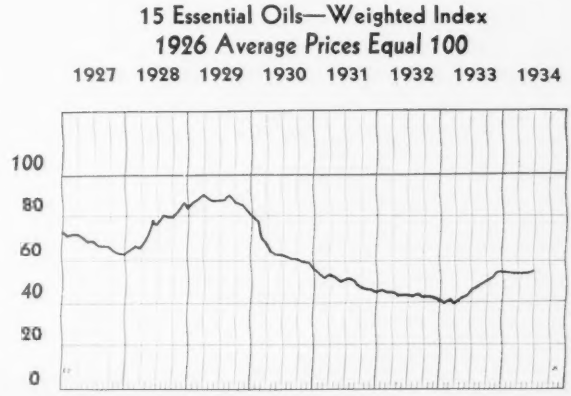
Four months imports in 1934 were 8,200 pounds ($3,179) compared with 2,023 pounds ($857) for the first four months of 1933.

GUM CAMPHOR—Some unsettlement on spot was noted with prices for slabs down 1c per pound to the basis of from 52c to 53c per pound. Demand has not been all that it should be for this season of the year and those with stocks showed a tendency to sell for something less than the open market quotations. The position in the primary market changed but little.

Exports of camphor from Taiwan increased in 1933 to 5,098,046 pounds ($992,917) from 3,138,202 pounds ($703,194) in 1932. Shipments to the United States amounted to 3,146,906 pounds valued at $574,233 in 1933 as compared with 1,483,360 pounds valued at $311,296 in 1932.

The very heavy importations during last year undoubtedly has some effect on the present spot market position.





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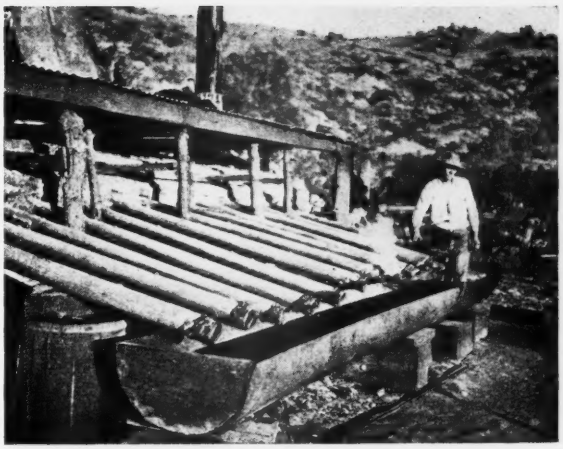

CRUDE QUICKSILVER CONDENSER IN CALIFORNIA.

Gums and Waxes

GUM ARABIC—Reported in very firm position in the primary market, with the spot market reflecting this position. This was especially true of amber sorts which advanced slightly here to the basis of from 9½c to 10½c per pound as to quantity.

Local dealers were of the opinion that there was no shortage of gum in the primary market but that heavy buying on the part of factors in continental Europe gave strength to the market. In New York this item was dull from a demand standpoint.

It might be recalled that present market prices for gum arabic are still very low and this condition continues to cause distress in the producing regions.

Commercial Attache Charles E. Dickerson, Jr., Cairo, reports that because of the large stocks of gum arabic which have accumulated in the country during the past three years and which have caused prices to drop to an unprecedented low level, many Sudan gum merchants recently addressed a petition to the Sudan Chamber of Commerce asking it to approach the Government with a view either to close the gum markets to all arrivals during the rainy season (*i.e.* from July 1 to November 30 of each year) or to instruct all cultivators to tap gum trees only once instead of twice each year as is done now.

This petition has not been sent to the Government, however, since an even greater number of merchants are not in agreement with the plan, believing that the volume of the current crop is still indefinite; and as exports of gum appear to be increasing, any efforts toward restrictions are unlikely to be beneficial.

A better demand for gum was recorded during February 1934 as compared with the preceding month and February 1933.

Exports of gum arabic during February 1934 amounted to 2,536 tons valued at 55,188 Egyptian pounds.

GUM TRAGACANTH—There is comparatively little new regarding this item in the spot market. High prices continue to prevail but are without further open change. The position from a consumer demand standpoint is quiet.

Commercial Attache Julian E. Gillespie, Istanbul, reports that the Turkish gum tragacanth crop of 1933 is estimated by local dealers and exporters at about 200,000 to 250,000 kilograms, as against 370,000 kilograms in 1932.

The steady decline of production of gum tragacanth in Turkey during the past few years has been due to economic conditions in producing districts. Chief among the adverse factors affecting the volume of production are the steadily increasing cost of labor, coupled with growing scarcity of financially and commercially competent producers to specialize (as in former years) in the gathering and marketing of gum tragacanth. As a result of railway, road, and public construction, the great majority of peasants and unskilled laborers have abandoned the gathering of gum tragacanth.

It is reported that the production and marketing of gum tragacanth in neighboring countries has made considerable and steadily increasing progress in recent years to the detriment of the Turkish product. Production of gum tragacanth in Syria and Persia is reported locally to have amounted to 8,000 and 50,000 bags respectively in 1933. Production in India and China is reported as also increasing. Both these countries are said to have succeeded in disposing of their entire production, and both are in the market at present for Turkish gum tragacanth for reexportation. Syria and Persia are able to gather their gum more cheaply. Tax collected on gum tragacanth in both Syria and Persia is of negligible importance, whereas in Turkey taxes have been increased considerably. Turkish exporters anticipate an even lower output in 1934.

CANTHARADIES—Competition in Russian goods is keen. While dealers have lowered prices on whole goods to $2.10 to $2.20 a pound, they appear willing to shade prices further in order to meet competition.

Imports of cantharadies and other blistering beetles amounted to 938 pounds valued at $729 in 1933, against 333 pounds valued at $114 in 1932. Four months imports in 1934 were 1,399 pounds $1,242 after none in corresponding period of 1933.

NUX VOMICA—Imports into the United States during the first four months of 1934 amounted to 1,840,000 pounds valued at $43,000 the greatest on record during the past decade.

Ginseng

Increased American interest in the Chinese ginseng market was evident during the past year, according to a report from Vice Consul H. V. Cooke, Jr., Shanghai. This development, it is pointed out, was chiefly due to the reversed foreign exchange situation and the recent marked decrease in duties levied on imports of the root into China.

For centuries in China, ginseng has been regarded as the most potent of all remedies—the last resort when all other curative devices had failed. At one time it was available only to the Emperor, high national and provincial officials, and to such other persons as were willing to pay fabulous prices for very limited quantities. It is the opinion of most American and European physicians, that ginseng possesses no important medicinal properties.

The United States is by far the largest foreign supplier of ginseng to China. Records of the Commerce Department show that in the last thirteen years the total ginseng shipments from the United States to China amounted to 2,379,000 pounds, valued at approximately $25,000,000, or average annual exports of 183,000 pounds valued at $1,900,000.

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Ansbacher-Siegle Corp. 74
Arco Crown Cork & Cap Co. 52
Armstrong Cork & Insulation Co. 9
Ayers & Son, John W. 108

Baker Chemical Co., J. T. 32
Benkert & Co., Inc., W. 90
Bowdlear Co., W. H. 86
Bridgeport Metal Goods Mfg. Co. 44
Budd Aromatic Chemical Co., Inc. 70
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Colton Co., Arthur 66
Consumers Import Co., Inc. 106

Dodge & Olcott Co. 3
Dow Chemical Co. 10
Dreyer Inc., P. R. 102
Dunkel & Co., Inc., Paul A. 106
Dura-Colors, Inc. 56
Duval, Compagnie 104

Economic Machinery Co. 64
Ehrmann-Strauss Co., Inc. 106
Empire Distilling Corp. 74
Ertel Engineering Corp. 64
Fezandie & Sperrle, Inc. 106
Frank-Vliet Co., Inc. 94
Franks Chemical Products Co., Inc. 86
Fritzsche Bros., Inc. 30

General Drug Co. 106
General Plastics, Inc. ..... Insert between 8 & 9
Giese & Son, August 92
Givaudan-Delawanna, Inc. 7
Glass Products Co. 52
Goldschmidt Corp., Th. 70
Greeff & Co., Inc., R. W. 106
Gutmann & Co., Ferd. 54

Hagerty Bros. & Co. 54
Hazel-Atlas Glass Co. 46, 47
Heveatex Corporation 88
Heyden Chemical Corp. 84
Hopkins & Co., J. L. 86
Horn, John 56

Industrial Chemical Sales Co., Inc ..... Cover 2
Interstate Color Co., Inc. 108

James & Co., Inc., A. C. 56

Kiefer Machine Co. Karl 62
Kimberly-Clark Corp. 59
Kimble Glass Co. 8
Kohnstamm & Co., Inc., H. 104
Koster Keunen 5

Leeben Chemical Co., Inc. 102
Leonhard Wax Co., Inc., Theodor 88
Ludcke Co., The 68
Lueders & Co., George 72

Mallinckrodt Chemical Works 12
Malmstrom & Co., N. I. 94
Manton-Gaulin Mfg. Co., Inc. 66
Maryland Glass Corp. ..... Insert between 40 & 41
McKesson & Robbins, Inc. 96
Merck & Co., Inc. 11
Monsanto Chemical Co. ..... Insert facing 9
National Collapsible Tube Co. 56
Naugatuck Chemical Co. 102
New England Collapsible Tube Co. 68
New England Tank & Tower Co. 66
New Jersey Zinc Co. 90
N. Y. Quinine & Chemical Works 98

Owens-Illinois Glass Co. 48

Parento, Inc., Compagnie 78
Parsons, Imports, M. W. 111
Peek & Velsor, Inc. 104
Penick & Co., S. B. 104
Pennsylvania Glass Products Co. 106
Pfaltz & Bauer, Inc. 88
Pfizer & Co., Inc., Chas. ..... Insert between 8 & 9
Phoenix Metal Cap Co., Inc. 1
Pneumatic Scale Corp., Ltd. 58
Powell & Co., Inc., John 82

Revson Co., R. F. 72
Riegel Paper Corp. 56
Rodgers Co., George G. 64
Ross & Son Co., Chas. 68
Rossville Commercial Alcohol Corp 6

Schofield-Donald Co., Inc. 102
Schwabacher & Co., Inc., S. 100
Seebach Co., Edwin 106
Seydel Chemical Co. 102
Smith & Nichols, Inc. 108
Solvay Sales Corp. 94
Sonneborn Sons, Inc., L. 112
Stokes Machine Co., F. J. 60
Stokes & Smith Co. ..... Insert between 40 & 41
Sturge, Ltd., John & E. ..... Cover 4

Thurston & Braidich 92
Todd Co., A. M. 108

Ungerer & Co., Inc. ..... Cover 3
U. S. Bottlers Machinery Co. ..... Insert between 40 & 41
U. S. Industrial Alcohol Co. ..... Insert between 80 & 81

Van Dyk & Co. 108
Verley, Inc., Albert ..... Insert facing 8

White Metal Mfg. Co. 52
Will & Baumer Candle Co. 90
Wilson Laboratories, Inc. 102
Wolf & Co., Jacques 108

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